

Travis & Arnold Timber, Building Materials, Heating and Plumbing Equipment for the Construction and Allied Trades.

LONGINES World's Most Honoured Watch

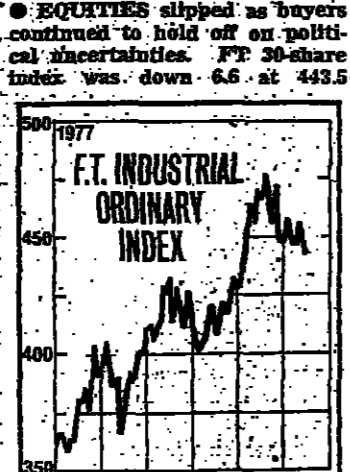
CONTINENTAL SELLING PRICES: AUSTRIA Sch.15; BELGIUM Fr.25; DENMARK Kr.5.5; FRANCE Fr.3.5; GERMANY DM.2.5; ITALY L.500; NETHERLANDS Fl.2.0; NORWAY Kr.3.5; PORTUGAL Esc.20; SPAIN Pes.40; SWEDEN Kr.3.25; SWITZERLAND Fr.2.5; EIRE 12p

NEWS SUMMARY

GENERAL: Soweto blacks stay off work. BUSINESS: Equities slip 6.6; £ falls 5 1/2 points.

Spanish election victory for Democratic Centre

BY ROGER MATTHEWS: MADRID, June 16



Equities slipped as buyers continued to hold off on political uncertainties...

Results of Spain's first general election for more than four decades showed to-day that the country had voted heavily for democracy, a conservative but progressive Government, and a strong Left-wing opposition.

HOW THE PARTIES STAND

Table with columns: Party, % of Vote, Seats (estimate), Congress, Senate.

Christian Democrats, Conservatives, Liberals and so-called 'Independents'...

Led by Sr. Manuel Fraga, ambassador to the U.K., they captured 8 per cent. of the popular vote...

Another of the country's most sensitive issues was highlighted by the strong showing of Left-wing and nationalist parties...

He had not been heard from since being dropped from the Politburo...

Continued on Back Page

Trade deficit of £24m. last month

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

BALANCE OF PAYMENTS

Table showing quarterly balance of payments with columns: Visible, Invisibles, Current account.

BRITAIN had a current account deficit of £24m. last month following a surplus of £91m. in April...

Source: Department of Trade

The longer-term trend now clearly indicates a sustained improvement...

He now joins the leaders of seven other socialist councillors who also combine the posts of chief of State and chief of party...

The trend in non-oil trade has also been favourable...

domestic activity is reflected in a cutback of imports of raw materials...

While almost all economists believe that current account could remain in surplus...

Editorial comment, Page 22

Editorial comment, Page 22

Walden quits Parliament

Mr. Brian Walden has resigned his Labour MP for Birmingham...

U.K. and Uganda and last links

The last diplomatic contact between Britain and Uganda was broken yesterday...

Briefly

- England were all out for 216 on the first day of the Jubilee Test...

NOC £480m.

BRITISH National Oil Corporation has raised \$825m. in loans...

Guinness

GUINNESS pre-tax profit for 24 weeks to March 12 was £17.1m. (£14.8m. on sales of £225.6m. (£176.3m.).

Companies

GUINNESS pre-tax profit for 24 weeks to March 12 was £17.1m. (£14.8m. on sales of £225.6m. (£176.3m.).

Callaghan summons MPs to save Liberal pact

BY PHILIP RAWSTORNE

MR. JAMES CALLAGHAN and Mr. Michael Foot yesterday began a series of urgent moves to restore order in the Labour Party...

alternative provisions for the election method are expected to be contained in a separate schedule...

He will underline the Government's intention to ensure that the pact with the Liberals is renewed...

But it seemed likely that the Cabinet agreed next week to publish the Bill with a strong accompanying recommendation in favour of the proportioned system that the Liberals would accept.

The Cabinet yesterday also agreed on a conciliatory approach, in line with its pact commitment with the Liberal Party...

Mr. Foot refused to give any details of the form in which the Bill has been drafted, but the

Gulf defence meets scepticism

BY DAVID BELL

GULF OIL participated in an international uranium cartel organised in 1972 by producers and governments in Canada, France, Australia and South Africa...

Among other things, the documents, culled from a pile three feet high, show how Gulf Oil became involved in the cartel...

Mr. Jerry McAfee, contended the company had 'been compelled' to join the cartel by the Canadian Government...

At the same time, the documents also show the way in which members of the 'club' moved to deal with entities which they feared might disrupt the pricing arrangements.

Earlier the committee released extracts from 28 hitherto confidential documents obtained by court order...

Westinghouse has since sued Gulf alleging that it, and other members of the cartel, forced Westinghouse to drop its proposed

Continued on Back Page

Continued on Back Page

Prices in pence unless otherwise indicated. Table with columns: Commodity, Price.

FEATURES. Table with columns: Feature, Page.

MOSCOW, June 16.

MR. LEONID BREZHNEV, leader of the Soviet Communist Party...

He becomes the first man in Soviet history to hold the post of party leader and president at the same time...

He now joins the leaders of seven other socialist councillors who also combine the posts of chief of State and chief of party...

The trend in non-oil trade has also been favourable, but in a less clear-cut way...

In his acceptance speech, Mr. Brezhnev said that discharging the duties of the Soviet President while continuing to function as Communist Party general secretary would not be an easy matter...

Mr. Brezhnev said that discharging the duties of the Soviet President while continuing to function as Communist Party general secretary would not be an easy matter...

His assumption of the Presidency is not expected to lead to major policy changes, as it is largely a ceremonial post.

Profile, Page 4

Washington, June 16.

GULF OIL participated in an international uranium cartel organised in 1972 by producers and governments in Canada, France, Australia and South Africa...

Among other things, the documents, culled from a pile three feet high, show how Gulf Oil became involved in the cartel...

Mr. Jerry McAfee, contended the company had 'been compelled' to join the cartel by the Canadian Government...

At the same time, the documents also show the way in which members of the 'club' moved to deal with entities which they feared might disrupt the pricing arrangements.

Earlier the committee released extracts from 28 hitherto confidential documents obtained by court order...

Westinghouse has since sued Gulf alleging that it, and other members of the cartel, forced Westinghouse to drop its proposed

Continued on Back Page

Continued on Back Page

Right now, your best policy is probably one of ours.

Guardian Royal Exchange Assurance. A good name to insure with.

BY RAY DAFTER

NORTH SEA OIL REVIEW

LOMBARD

After the Finance Bill 'defeats'

BY SAMUEL BRITTON

SOMETHING OF a revolution did indeed occur in the course of the Finance Bill Committee...

The combined effects of the increases in personal allowances and the earlier petrol tax defeat...

Much more important than the specific tax cuts has been the amendment to index the personal allowances...

For both these reasons, Chancellors and their advisers are suspicious of indexation...

Indexation

It is a pity the off-putting word "indexation" has to be used. For the proposal is simple and of great practical importance...

For both these reasons, Chancellors and their advisers are suspicious of indexation...

The principle of up-dating allowances, thresholds and starting points to allow for inflation...

the most diverse expert bodies agree, ranging from the IBCD to the Institute of Fiscal Studies...

Indeed, Mr. Lawson's amendment went much too far in appealing the Treasury by giving the Chancellor power to prescribe...

Petrol duty

When considering its response, the Treasury should bear in mind at least the possibility that the present Parliament is not an aberration...

The non-indexation of the personal allowances yields just over £1bn. in revenue with a 10 per cent rate of inflation...

At least, it would be obvious that the Government is selling for a real reduction...

At least, it would be obvious that the Government is selling for a real reduction...

IT WAS hardly surprising that \$675m. will be provided in U.S. number of countries and, apart from the attraction of finding more oil, BNOOC sees the benefit of offering its staff the chance of serving overseas in less heavily taxed environments...

What is more, the deal was concluded without Government guarantees and without any pledge or mortgage of its offshore oil interests...

But the financing arrangement, concluded with 12 British and American banks, has wider implications. Firstly it gives BNOOC the opportunity of repaying all of its public sector borrowing through the National Loans Fund...

Secondly, as Lord Kearton put it, the deal demonstrated that the Corporation was acting as a commercial oil company...

Market price

In addition, the Corporation hopes to make a profit from the oil it can buy under state participation arrangements...

As an aside, the deal does pull BNOOC into a tighter entity, thus making it more difficult for any future disenchanted Government to split the Corporation up...

There was, said Lord Kearton, no record of a British Government behaving in a manner against overseas interests...

Capital commitments will extend far beyond the development of the six "commercial" fields. The Corporation also has to meet heavy expenditure on the Sullow Voe oil terminal in Shetland...

And then there are the non-commercial fields that have still to be evaluated or developed. Lord Kearton said that talks had begun with Amoco and Continental Oil over the possible development of the Hutton and North West Hutton fields...

Industry estimates suggest that development costs for the field will be between \$750m. and \$1bn. As the Murчисon partners are likely to build a spur pipeline to connect the field with the Brent pipeline system...

All four U.K. steel platform fabricators are in the running for the badly-needed contract. Highland Fabricators, Laing Oilshore, McDermott and Redpath Dorman Long each submitted detailed tenders...

The Murчисon partners, led by operator Continental Oil, have taken a good deal of Norwegian political criticism for not including Norwegian yards in the tender list...

U.K. "PROBABLE" OIL FIELDS

Table with 4 columns: Field, Block, Estimated reserves (million barrels), Potential peak production (thousand barrels/day). Lists fields like Alwyn, Andrew, Beatrice, Brae, Buchan, etc.

*Lower estimate based on one-platform development of southern part of Brae only; higher estimate on development of the whole Brae structure.

**One of the sources felt that the field would not be developed.

Source: Wood, Mackenzie; Hume, Smith, Gilbert Elliot & Co.; Prof. Colin Robinson and Dr. Ian Milligan of Surrey University

20 per cent of reserves in the Norwegian block 33/9. The criticism appears to have been unfair, however...

Whoever wins the contract is faced with a challenging task. The basic "jacket" will be 22,500 tonnes—the largest base-launched structure constructed for the North Sea...

The construction schedule will also be tight. Conoco is seeking a float-out date in April 1978. This will enable production to begin in 1980, less than five years after the field's discovery...

How this schedule will be influenced by political considerations remains to be seen. The recent Ekofisk field blow-out has made both the British and Norwegian Governments more critical of the platform configuration and offshore financing arrangements...

But the group is aware that the total development of the Anglo-Norwegian field will need both a bilateral international agreement, similar to the one agreed for the Frigg field...

how the field should be divided between the U.K. and Norway. But even if it takes several years to sort out, Conoco, BNOOC and Gulf are prepared to go ahead with development by 1980...

The Conoco Group should have a design capacity of 150,000 barrels a day although unofficial reports in the industry indicate that the average peak output will be nearer 120,000 b/d.

The varying opinions of reserves are not only lay traps for industry commentators, they also account in part for the volatility of share prices...

Confusion

Reserve figures are also a matter of conjecture. Conoco prefers not to release a figure at this stage. BNOOC, in its annual reports, puts proven recoverable reserves for the U.K. sector at 45m. tonnes, or 350m. barrels...

But the group is aware that the total development of the Anglo-Norwegian field will need both a bilateral international agreement, similar to the one agreed for the Frigg field...

attained. Then Brae will be its early promise of being one of the biggest fields in the U.K. sector of the North Sea...

If the higher figure is attained, then Brae will be its early promise of being one of the biggest fields in the U.K. sector of the North Sea...

attained. Then Brae will be its early promise of being one of the biggest fields in the U.K. sector of the North Sea...

BBC 1 and 2 radio schedules listing programs like 'The Wonderful World of Disney', 'The Pleasure Is Mine', 'Northern Ireland News', etc.

F.T. CROSSWORD PUZZLE No. 3,407 with a grid and clues. Clues include 'Raw state of America depressed', 'Way to express regret for a shortage', etc.

SOLUTION TO PUZZLE No. 3,406 with a grid and answers. Answers include 'GURMUNGARONS', 'NEED PROTESTANTS', 'MARGINALIA', etc.

Radio 1, 2, 3, 4, and 5 schedules listing programs like 'Current Account', 'The Money Programme', 'The Daily Mirror', etc.

Radio 1, 2, 3, 4, and 5 schedules listing programs like 'Weather', 'The Daily Mirror', 'The Daily News', etc.

ANGLIA radio schedule listing programs like 'The Daily Mirror', 'The Daily News', etc.

BORDER radio schedule listing programs like 'The Daily Mirror', 'The Daily News', etc.

CHANNEL radio schedule listing programs like 'The Daily Mirror', 'The Daily News', etc.

GRAMPIAN radio schedule listing programs like 'The Daily Mirror', 'The Daily News', etc.

GRANADA radio schedule listing programs like 'The Daily Mirror', 'The Daily News', etc.

YORKSHIRE radio schedule listing programs like 'The Daily Mirror', 'The Daily News', etc.

BBC Radio London schedule listing programs like 'The Daily Mirror', 'The Daily News', etc.

London Broadcasting schedule listing programs like 'The Daily Mirror', 'The Daily News', etc.

Capital Radio schedule listing programs like 'The Daily Mirror', 'The Daily News', etc.

SCOTTISH radio schedule listing programs like 'The Daily Mirror', 'The Daily News', etc.

SOUTHERN radio schedule listing programs like 'The Daily Mirror', 'The Daily News', etc.

TYNE TEES radio schedule listing programs like 'The Daily Mirror', 'The Daily News', etc.

ULSTER radio schedule listing programs like 'The Daily Mirror', 'The Daily News', etc.

WESTWARD radio schedule listing programs like 'The Daily Mirror', 'The Daily News', etc.

YORKSHIRE radio schedule listing programs like 'The Daily Mirror', 'The Daily News', etc.

BBC Radio London schedule listing programs like 'The Daily Mirror', 'The Daily News', etc.

London Broadcasting schedule listing programs like 'The Daily Mirror', 'The Daily News', etc.

Capital Radio schedule listing programs like 'The Daily Mirror', 'The Daily News', etc.

RACING schedule listing races like 'The Curragh in May', 'The Hardwicke Stakes', etc.

RACING schedule listing races like 'The Curragh in May', 'The Hardwicke Stakes', etc.

RACING schedule listing races like 'The Curragh in May', 'The Hardwicke Stakes', etc.

RACING schedule listing races like 'The Curragh in May', 'The Hardwicke Stakes', etc.

RACING schedule listing races like 'The Curragh in May', 'The Hardwicke Stakes', etc.

RACING schedule listing races like 'The Curragh in May', 'The Hardwicke Stakes', etc.

RACING schedule listing races like 'The Curragh in May', 'The Hardwicke Stakes', etc.

RACING schedule listing races like 'The Curragh in May', 'The Hardwicke Stakes', etc.

RACING schedule listing races like 'The Curragh in May', 'The Hardwicke Stakes', etc.

BY DOMINIC WIGAN

Orange Bay may beat Meneva

THIS AFTERNOON'S renewal of the Hardwicke Stakes promises to be the most intriguing race on this, the final day of the Royal Ascot meeting...

BY ANTHONY THORNCROFT

Strad bought in at £64,000

THE MOST important auction in London yesterday was at Sotheby's where musical instruments were sold for £178,881...

التمريض
3

Cinema

Child Power

by NIGEL ANDREWS

The Watchmaker of Saint-Paul (AA)
Small Change (A)
Le Gang (A)
EMI Bloomsbury
Curzon

After Gay Liberation and Women's Liberation, what is next on the agenda? My tip for the new headline-catching, media-mobilising freedom campaign is Children's Liberation: a movement that has already reared its head in the cinema's nightmare department—witness the terrible infants of The Exorcist and The Omen, or the battering babies of It's Alive and I Don't Want to Be Born—and that has also manifested itself in such "family entertainments" as Betsy Malone and Echoes of A Summer, where toughness and precocity, rather than cuteness and sentiment, seem to be the new prescription for "U" certificate cinema.

Two new French films, Bertrand Tavernier's *The Watchmaker of Saint-Paul* and Francois Truffaut's *Small Change*, both offer us a view across that yawning ravine known as the generation gap: one from the parents' viewpoint, the other from the children's. Truffaut's film is an adaptation of a Simenon novel about a man whose easygoing, inquisitive relationship with his son takes a turn for the more horrifyingly involved when the son is arrested on a murder charge. Truffaut's film is a loose, lively, sentimental-comic impromptu following the varied adventures of a group of children who live in the same town, and go to the same school, somewhere in provincial France.

the relationship between the father and the police inspector (Jean Rochefort). Rochefort plays a prim, mustachioed Gloucester to Noiret's rufous, portly Lear; the former's parental cross-taking the form of a wealthy daughter whose only interest in her father is as the daily walker of her Afghan dog. These two disappointed patriarchs wander through the film alternating their statutory question-and-answer sessions with such glumly funny exchanges as that in the dining-car of a train where Rochefort, having robbed Noiret of his appetite by telling him his son has been captured and charged, promptly helps himself to a slice, sprints by, then to his friend's home. *Comore*.

The haze of mystery surrounding the motive of the son's crime never quite clears. Was it political? Was it a crime of passion, prompted by the victim's sexual overtures to the boy's girlfriend? What do, clear are the clouds of parental complacency from the father's head, revealing that it is not enough vaguely to love and vaguely to cherish one's children—one must talk to them, as he had seldom done, and try to understand them. Not that the film comes up with anything so facile as that cracker-barrel message. Its richness lies in the casual, humorous, quirky way it sprinkles the clues to its meaning before us: the audience must come ready to do its own detective work.

shown by children in the face of all the "condescension" and indignities that the adult world can inflict on them, and conversely the assistance shown by adults in treating children as— to use the phrase of the day—"second-class citizens." For the most part these ideas are better embodied in the plot—a better-sketcher sequence of jokes and anecdotes and whimsical asides—but the earnest tones of the preacher are never, on feels, too far away.

Strictly, the film is a crazy quilt of childhood sketches in which each filmpoet must pick out his favourite. The best episodes to my mind are the most innocently comic: the scene in which a hungry girl, left behind in a locked flat by her father, who has gone out to dine his mistress, pooms an SOS through a loudhailer into the apartment-block courtyard and is soon rewarded by a basket of food sent up by her neighbours on a rope and pulley. Equally direct and funny are two wordless scenes in cinema: one detailing a Machiavellian scheme for illegal entry, the other an extended and hilarious *pas de quatre* of heavy vetting.

The week's third excursion into provincial France is *Le Gang*, an film gangster, as the French have picturesquely dubbed the genre, brought to us by the makers of *Borsalino*. Director Jacques Deray and star Alain Delon have here updated the proceedings by some years, to place us in a 1949 France in which—so the film would have us believe—the French police were so busy purging their own ranks of collaborators that it was open season for the criminal underworld. Otherwise the mixture is baroque and backslappingly as before: a fulsome blend of pead chic and rousing shoot-'em-outs and spy, knowing nods to the Hollywood gangster tradition.

Delon, wearing for reasons unaccountable a Three Seasons wig, plays the leader of the eponymous gang, and clearly revels in the opportunity to shake up the chilly shades of Mr. Klein. The film hurries from one set piece to another— a police siege at a country inn, a chase over a railway station roof—with scarcely a pause for breath; and any tendencies to inattention on the filmgoer's part are further checked by a deafening piano score. This is the cinema of instant perishability. It fills your mind while you are watching it, but fades immediately on contact with daylight. But if you are a devotee of the nostalgic crime caper, this one has enough style and energy to be slightly better than most.



Boys from 'Small Change'

Open Air Theatre, Regent's Park

Henry V

Despite its celebrity, this is a play London theatregoers have surprisingly rare opportunities to see. Partly responsible must be Olivier's film, regularly revived and shown on television only a few days ago as appropriate Jubilee fare. But another reason must be that the core of the drama is a battle, one of the two English battles whose names are generally known, and to give us a convincing battle actors are needed, and are costly.



E. G. Marshall in 'Old Movies,' which opened last night at the Cotswold Theatre

Duke of York's

Hedda Gabler

There is always room for manoeuvre with this wonderful play and Keith Hack's conventional but edgy production presents us with a heroine whose melancholy finds a more calculating, bitter expression than is usual. Both Jill Bennet and Glenda Jackson have followed this vengeful side of Hedda's duplicitous/obsessed/obsessed character through their interpretations, but Janet Suzman offers the most anguished reading. I have experienced.

There are few sounds more exciting than a fortissimo from the Berlin Philharmonic Orchestra: precisely calculated attack, rich and resonant violins backed up by the distant rumble of cellos and basses, solid well-timed support from the wind, and to seal the gift, a massive thrack on the timpani. But in the accounts of Beethoven's Fifth and Sixth Symphonies which Herbert von Karajan directed on Wednesday, such sound—and the corresponding beauty of the orchestra's quieter moments—remained purely on the level of brilliantly controlled noise, superbly moulded; to what end?

Covent Garden

Swan Lake

The delicate articulation, the quickness of muscular response, that give Lesley Collier's dancing its special excellence are not the attributes that might first be expected of a Swan Queen. However, on Wednesday they seemed an essential factor in the pure-toned account of the role that she gave, and they brought their own rewards. Miss Collier's Odette is clear in timbre and in impulse; the great tragic duet in Act 2 has a crystalline quality in which the statement of the choreography is precise, and by its precision makes the Swan Queen seem very real.

It's only natural... that you want the most convenient timetable when flying to the Gulf

Our FiveStar TriStars fly nonstop to the Gulf, leaving London (Heathrow) at the convenient time of 10.00 every morning, so that you can check into your hotel in the Gulf at an equally convenient time the same evening. But, if your programme demands an overnight flight there's at least one Gulf Air flight every night, arriving in the Gulf in time for a full working day.

The most convenient timetable . . . 18 flights a week . . . luxurious Rolls-Royce powered comfort . . . beautiful service . . . all reasons why Gulf Air is the natural choice to the Gulf. For further information contact your travel agent or Gulf Air.

Flight No.	London	American	Paris	Atlanta	Doha	Abu Dhabi	Rabat	Moscow
GF002	1000			1835		2145		
GF242	1910	2115			0525		0815	
GF004	1000				1845			2210
GF246	1910	2115			0525		0815	
GF122	2045						0840	0820
GF008	1000			1835		2145		2235
GF026	2000		2200				0725	0825
GF012	1000				1845	2140		
GF244	1910	2115				0555		0835
GF022	1935		2135	0645			0850	
GF016	1000			1835				2215
GF224	1935		2135		0555	0850		
GF248	2015	2220				0750	0825	
GF006	1000				1845	2145		2235
GF128	2045				0510		0805	0810
GF014	1000					1845	2145	
GF028	1935		2135				0815	0815
GF126	2045				0510		0800	0810

London Gulf services in association with British Airways.

the most luxurious airliner the world has ever known

Gulf Air FiveStar TriStar

Director of Fleet: 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100. Tel: 28861 AVB OFFERS G: Birmingham, 021-632 9331; Manchester, 061-432 9677; Glasgow, 041-248 6261; and all offices of British Airways.

Glyndebourne

Falstaff

by MAX LOPPERS



Renato Capecchi and Teresa Cahill

The current revival of Jean-Francois Fournelle's production, which opened on Wednesday, was rehearsed by Julian Pope. He has managed to tame down, in degree if not in quantity, some of its original enormities (there seems to be less of Falstaff's chortling, nose-picking page). But he has not managed to alter in its essence a Verdi production undertaken by someone utterly unable to hear, absorb or understand anything of Verdi's music.

To Ponnelle's ceaseless round of frenetically vulgar "improvements" to the action, most of them in flat contradiction of the demands or the sense of the libretto, objection can rest with their constant interference in the musical execution. It was not a good idea to play the first scene of the young lovers invisible and in silhouette behind the washing line, for the singers lost the conductor's beat. It was not a good idea to have Quickly strike the midnight gong, or Falstaff hoisted in processional around the back of the stage, for similar reasons.

New Gallery

Triquetra-Plus

Certain phrases, when spoken from the platform at so-called avant-garde concerts, have achieved the status of classic fare—"I'm afraid one of the tape-recorders has broken down," "The amplifiers seem to have got out of phase," and best of all, "Someone is searching for the right tape which is somewhere in the building." Every one of these, and more, was to be heard on Wednesday, with Stanley Haynes as director and apologist.

Book Reviews are on Page 15

Jean-Claude Risset's *Dialogues* for four instruments with computer-synthesised tape, Manrico Kagel's *Match*, a parodied musical combat (for two cellos, with a percussionist as umpire) was rather disgracefully done. Something of a sensational irreverence in the mid-1960s, it is possibly not funny any more as the composer left it but it is certainly not funny if approached and altered.

After two other pieces had been cancelled altogether through electronic failure, and after two hours in the theatre with only an hour of music, I left. Mr. Haynes may be there still.

ARTHUR JACOBS

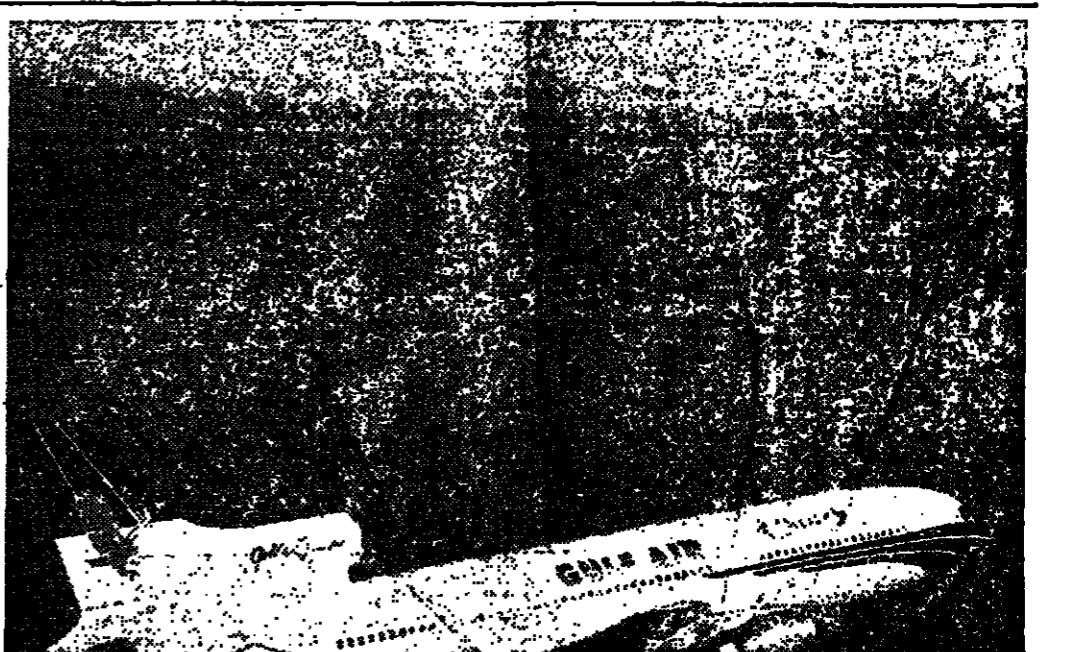
the excellent qualities of his singing could not be submerged; one retains the sound of a firm, steady, beautifully coloured voice, giving each note due weight and significance.

On the other hand, the new Falstaff, the long-admired Renato Capecchi, drew a blank. All the virtuosic verbal flourishes and comic details typical of a Capecchi performance could not work; their way beyond the posing, the buffing and the puffing forced on the role here, especially as his singing is now mostly dry and unresonant of tone. Teresa Cahill, Renl

The Entertainment Guide is on Page 40

Penkova and Elizabeth Gale, as Alice, Meg and Nannetta respectively, were competent, no more; as singer Nucci Corda, the Mistress Quickly, was rather less. Max-Rene Cosotti played and sang Fenton pleasantly, in a thinish tenor.

The saving grace of an evening, sorely short on grace was found in the orchestral pit, where the London Philharmonic Orchestra was playing with wonderful sweetness and warmth under John Pritchard's gentle, subtle direction. He and Mr. Ellis had clearly given careful joint consideration to the unfolding of "E soggno" a really, the phrase - by phrase building towards its climax was impressively steady. But in intricate polyrhythmic passages, there was no hope of continuously precise ensemble from the singers - female principals forced to flap their arms like pelican wings in the indication of communal high spirits will always find precise execution difficult.



EUROPEAN NEWS

Russia needs \$5bn. in hard currency to repay bank debts

BY MARY CAMPBELL AND FRANCIS GHILIS

THE USSR is having to find over \$5bn. in hard currency this year to cover repayments of debt due to big commercial banks, while Mexico is having to find over \$7bn. These figures—never before available—appear in a document being circulated by the Bank for International Settlements among commercial banks. The figures break down international bank lending by country and maturity.

Herald Tribune to decide shortly on Zurich move

BY ROBERT MAUTHNER

THE INTERNATIONAL Herald Tribune, the American-owned newspaper published in Europe, may move both its printing and editorial headquarters from Paris to Zurich, it plans currently under discussion by its owners are finally approved.

French deficit up in May

BY ROBERT MAUTHNER

FRANCE'S seasonally adjusted trade deficit rose to Frs.2,500 million in May from Frs.2,350 million in April, bringing the total shortfall for the first five months of this year to nearly Frs.6bn., compared with Frs.3.9bn. during the same period of 1976.

U.K. accused on car aid

BY RICHARD EVANS, LOBBY EDITOR

BRITISH CARS were being made competitive abroad by State aid, it was claimed in the European Parliament here today.

EEC aid figure agreed

BY DAVID BUCHAN

OVERSEAS Aid Ministers of the Nine today gave the go ahead for aid worth \$500 million to non-associated countries this year. But they could not agree on the allocation of this aid as between Latin American countries and Asian countries which will have to be negotiated later.

Cyprus peace force extension

BY OUR OWN CORRESPONDENT

THE SECURITY Council voted today to extend for another six months the operations of the United Nations peace-keeping force in Cyprus, but only after two personal interventions by Secretary-General Kurt Waldheim by telephone to Cyprus government leaders in London for the Commonwealth Conference.

Narrow Schmidt win in tax vote

By Jonathan Carr

THE danger of an early split in Chancellor Helmut Schmidt's coalition receded today when the Bonn government mustered a narrow majority for a crucial vote in the Bundestag.

A Bundestag defeat does not automatically end the life of a German government. But in this case the final tax package was only agreed after many weary and sometimes acrimonious sessions between the SPD and the FDP failed to support the compromise, the FDP had indicated in advance it would have to reconsider the whole basis of the coalition. This was taken by the SPD as much more than an empty threat.

It was the reduction in property tax which especially upset a group of left-wing deputies of the SPD, and caused some of them, despite massive pressure from the party leadership, not to support the compromise.

Accused U.S. reporter free to quit USSR

By Our Own Correspondent

ROBERT TOTH, correspondent of the Los Angeles Times, was allowed today that he is free to leave the Soviet Union following two days in Moscow's Lefortovo KGB investigative prison. Mr. Toth plans to leave Moscow with his family tomorrow.

Fraud claims as Irish vote

By Giles Merritt

AGAINST a background of rapidly changing bookies' odds and ministerial charges of illegal foreign electioneering, Ireland voted today in a neck-and-neck general election.

Cyprus peace force extension

UNITED NATIONS, June 16

THE SECURITY Council voted today to extend for another six months the operations of the United Nations peace-keeping force in Cyprus, but only after two personal interventions by Secretary-General Kurt Waldheim by telephone to Cyprus government leaders in London for the Commonwealth Conference.



Mr. Brezhnev in three roles: Addressing the Supreme Soviet of the USSR (left); accoutered as a marshal in a portrait by Ivan Pezov (centre); and in 1942 as a party commissar in the army.

Brezhnev bestrides party and state

BY DAVID SATTER

MR. LEONID Brezhnev, the Soviet party leader and president in the Politburo, had been chosen to accept the new post of First Deputy President which was written into the new Soviet constitution. But it is believed that he was removed summarily when he tried to oppose the demolition, a sign of how little power even a veteran member of the ruling inner circle had against Mr. Brezhnev in a confrontation.

Festivities

THE assumption of the presidency, some four months before the expected adoption of the new Soviet constitution which Mr. Brezhnev helped to draw up, five months before the festivities surrounding the 60th anniversary of the October revolution, which Mr. Brezhnev is expected to orchestrate, raises the possibility that the growth of the Brezhnev personality cult may surface in the coming months yet another stage. Already, he is the first person to be Soviet party leader and president at the same time.

Power

With heightened power, he seems the taste for self-glorification, which each Soviet ruler has criticised in his predecessor. In May, 1976, Mr. Brezhnev received the military rank of Marshal of the Soviet Union, an honour he has been referred to since as Vozhd, the Russian equivalent of Fuhrer or Duce. His 70th birthday, December 18, was celebrated by an extravagant banquet in the Soviet Press and was marked by the conferring of the second Hero of the Soviet Union award.

THE BELGRADE CONFERENCE

The price of respectability

BY DAVID SATTER IN MOSCOW

WITH THE convening of the Belgrade Conference at which the fulfilment of the 1975 Helsinki Agreement is to be reviewed, the Soviet leaders are aware of the steep price in terms of respect for human rights they are being asked for Soviet entry as a respected member of the world community.

The Soviet Union's recent attempts to expand ties with the West have all met the insistence that they consent to some measure of internal liberalisation.

Even against this background, the Belgrade Conference represents a new stage in East-West relations because, although the Helsinki Agreement reflected the Soviet speaker to express dissatisfaction that the conference secretariat had refused to circulate the EEC preparatory paper with the title 'Proposal of the U.S. delegation as President of the Office of the Council of European Communities and of the U.S. delegation'.

members of the dissident groups who sought to monitor fulfilment of the Helsinki pledges. Between February and April, 10 members of the main Helsinki group in Moscow and affiliated groups in Georgia and the Ukraine were arrested (one was subsequently released), others emigrate under pressure and there were numerous house searches as the Helsinki group directed against persons connected with the groups. Those few group members who remain active are under constant threat of arrest.

U.S. backs EEC plan

BY DAVID SATTER IN MOSCOW

THE UNITED States today backed a European Community plan for unrestricted debate on human rights at the European security conference.

U.S. backs EEC plan

BY DAVID SATTER IN MOSCOW

U.S. chief delegate, Mr. Albert Sherer, told the preparatory session of the 35-nation conference that EEC proposals for open-ended discussion were "sensible, realistic and workable."

U.S. backs EEC plan

BY DAVID SATTER IN MOSCOW

The U.S. was co-sponsoring a nine-page procedural blueprint tabled by Britain on behalf of the Community when the preparatory stage of the conference opened here yesterday.

U.S. backs EEC plan

BY DAVID SATTER IN MOSCOW

The West wants a searching study of human rights as well as other aspects of East-West détente in committee sessions when a higher-level conference is held next autumn. The conference will review progress since the first security conference at Helsinki in 1975.

UFA AIRWAYS advertisement with large stylized logo and text: 'Whether you travel to Africa, the Far East or Australasia, you'll probably be with our cabin staff for 3,500 miles or more. Time to appreciate their outstanding long distance international experience. Their confidence in at least three languages. Their on-so-French hospitality. And the Courages.' Includes contact information for UFA Travel Agency and UFA Airlines.

WINS for h...

APRIL

THE FINANCIAL TIMES published daily except on Sundays and public holidays. Subscription prices: £12.00 per annum in advance. Single copies 10p. Second class postage paid at New York, N.Y.

Handwritten signature or stamp: 'J.P. 10015A'

AMERICAN NEWS

Vance wins support at OAS for human rights

BY ALAN RIDING

NUMEROUS Latin American Foreign Ministers have assured Mr. Cyrus Vance that steps are being taken to improve respect for human rights in the region.

The U.S. Secretary of State announced this at a Press conference at the end of his visit to the annual conference of the Organisation of American States (OAS) being held here.

Mr. Vance's uncompromising stand in favour of the full re-establishment of human rights in Latin America, a stance he has made clear that the U.S. Administration has no intention of modifying, has not been accepted by several Latin American governments.

ST. GEORGE'S, Grenada, June 16. and declared themselves on hunger strike in an effort to obtain an international investigation of the case of individuals who have disappeared and who are suspected to be in the hands of the Chilean junta.

Panama Canal talks

BY OUR OWN CORRESPONDENT GRENADA, June 16.

THE UNITED STATES Government believes agreement on a new Panama Canal treaty is possible before the end of the summer, but Panama has warned that important differences must still be settled.

Vance sees no deadline on SALT

BY OUR OWN CORRESPONDENT GRENADA, June 16.

MR. CYRUS VANCE, the U.S. Secretary of State, said today that the U.S. felt subject to no deadline to complete the current disarmament talks with the USSR by October, when the interim Strategic Arms Limitation agreement expires, but he hoped that the general atmosphere of Soviet-U.S. relations would improve.

NY seeks cleaner air with bans on parking

By John Wyles

NEW YORK, June 16.

WARNING that half of Manhattan island will be turned into a "ghost town" Mayor Abraham Beame has reluctantly started to implement court-ordered restrictions on car parking, aimed at cleaning New York's polluted air by cutting the number of rush hour vehicles entering Manhattan by 50 per cent.

ILLEGAL MEXICAN IMMIGRATION INTO THE U.S.

Damming the flow of wetbacks

BY OUR MEXICO CITY CORRESPONDENT

A NEW campaign by the labour movement in the U.S. against illegal Mexican migrants is coinciding with a fresh surge of poor Mexicans trying to find employment there.

U.S. buys more goods from Mexico. The Carter Administration, however, it is apparent that Mexico by continuing to take U.S. and find work return home, excess labour as well as by encouraging trade and financing.

For the first time in many years, in fact, the so-called "wetback" issue is threatening to become a major social and even political problem.

The new President of Mexico has pointed out that Mexico must resolve the migration problem by creating more work at home, but he adds that enough will only open up here if the U.S. buys more goods from Mexico.

Both the Mexican and U.S. governments would be happy to leave the situation as it now stands: the border patrol making a moderate effort to stop the flow at the border, but not launching a massive deportation campaign.

Experts agree that apprehensions by the border patrol—there are 750,000 last year—are not a reliable gauge since some "wetbacks" (so called because they get wet crossing the Rio

New compromise with Congress

BY JUREK MARTIN

THE NEW mood of compromise that this week has suddenly settled on relations between President Carter and Congress is producing further dividends.

WASHINGTON, June 16. eight water projects from the legislation. The bill, which narrowly passed the House of Representatives on Tuesday, contained funding for 17 such projects, again opposed by President Carter.

Brazil legalises divorce

By David White

RIO DE JANEIRO, June 16.

ONE OF the Roman Catholic church's last barriers against divorce fell in the early hours of this morning when a joint session of the Brazilian congress voted to change the constitution and allow the dissolution of marriage.

Alaska pipeline companies accused of overcharging

BY JOHN WYLES

NEW YORK, June 16.

THE U.S. Justice Department has accused the oil companies which own the Trans-Alaska pipeline of trying to charge up to \$2 a barrel more than they should for carrying oil through the underground link between north and south Alaska.

Argentina court martial

BY ROBERT LINDLEY

BUENOS AIRES, June 16.

THE COURT MARTIAL of past fortnight 342 persons on the list of those being held "at the disposal of the executive power" began at the First Army Corps headquarters in the Palermo district of Buenos Aires on Monday, it was learnt today.

Students defy ban on protest in Brazil

BY OUR OWN CORRESPONDENT SAO PAULO, June 16.

STUDENTS have taken to the streets again in Brazil, despite the ban imposed by the security forces. 4,000 students, scattered into small groups by the violent police repression, held lightning demonstrations all over the centre of Sao Paulo late yesterday afternoon.



As soon as he touches down a Hertz No.1 man takes off.

When you rent a Hertz car you're a No.1 man instantly. We don't keep you waiting. You want a car? You get it... fast! An economical Ford Fiesta, the new Cortina, Granada or another fine car; thoroughly cleaned, checked and serviced.

The Hertz No.1 Club Phone, sign, and go. LONDON 01-402 4242. MANCHESTER 061-437 8321. BIRMINGHAM 021-643 8991. GLASGOW 041-248 7733

OVERSEAS NEWS

Iranian industry hit by serious power crisis

BY ROBERT GRAHAM

IRAN IS in the midst of a serious energy crisis. A combination of contractual difficulties, inadequate water levels in dams and an underestimation of energy demands has created a power shortage throughout the country affecting domestic and industrial users.

Janata triumphant in the north

By K. K. Sharma

NEW DELHI, June 16. REVERSING yesterday's trend when it was trailing other parties, the Janata Party today won an absolute majority in the Bihar legislature elections and thus made a clean sweep of the northern states where elections have been held.

THE STRUGGLE FOR ETHIOPIA

Government retakes rebel towns in first big advance

BY A SPECIAL CORRESPONDENT

TESSENAL, Eritrea, June 16.



ETHIOPIAN troops have made major advances into areas of northern Ethiopia formerly controlled by anti-Government guerrilla forces, according to Ethiopian partisan units returning from cross-border raids into Gondar province.

number of pre-emptive attacks using tactics which were so successful last year against an untrained peasant army sent to invade Eritrea.

How to do business in Australia & New Zealand



Ask the Bank of New South Wales

Our vast network of branches forms the largest, longest-established, free enterprise banking complex in this region.

Bank of New South Wales logo and address information.

Haggling goes on in Pakistan as doubts emerge

By Our Own Correspondent

ISLAMABAD, June 16. SIGNS THAT the agreement between Mr. Z. A. Bhutto, the Pakistan Prime Minister, and the opposition National Alliance to hold fresh elections, may not be resolved in the three-month period envisaged by both sides.

Britain and Uganda end last diplomatic contacts

BY OUR OWN CORRESPONDENT

THE LAST diplomatic contact between Britain and Uganda was broken yesterday when the Saudi Arabian ambassador in London was summoned to the Foreign Office and asked to resign.

Nkomo reiterates doubts on Rhodesia initiative

BY MARTIN DICKSON

MR. JOSHUA NKOMO, joint leader of Rhodesia's Patriotic Front, expressed fresh scepticism about the current Anglo-American initiative on Rhodesia in London yesterday.

Arab pressure grows for common Israel policy

BY IHSAN HIJAZI

PRESSURE is rising in the Arab world for a summit conference to decide a common strategy against Israel, Libyan leader, Muammar Khaddafi has sent his Foreign Minister, Dr. Ali al Turki, on a tour to press his call for a conference of Arab heads of state next month.

Time Products Limited

Time Products Limited logo and contact information.

Table with financial results for 1977 and 1976, including Sales, Trading profit, Total funds employed, and Earnings per share.

Sarkis bid for ceasefire

LEBANON is urging the United States and the Soviet Union to put the Arab League and the Palestinian Liberation Organisation in order to smooth the way for a ceasefire in south Lebanon.

J. Compton, Sons & Webb (Holdings) Limited

J. Compton, Sons & Webb advertisement with logo and contact information.

The Army Benevolent Fund advertisement with image of a soldier and text about helping soldiers and their families.

UAE EAST - The long distance French Airline. UTA - The long distance French Airline.

Doji is it

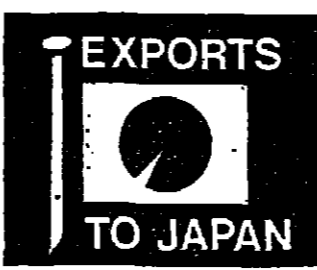
WORLD TRADE NEWS

GATT rules against U.S. on trade dispute

GENEVA, June 16. MEMBERS of GATT, the General Agreement on Tariffs and Trade, said today they were gravely concerned over a U.S. court ruling making Japanese electronics imports subject to additional duties and decided to take appropriate action.

Japanese surplus increases despite rise in imports

TOKYO, June 16. JAPAN'S imports rose faster than exports in May, but the damage done by a dearer yen to the trade account was more than offset by a \$970m. swing from deficit into surplus on short-term capital account.



In the third of his series of articles on European marketing successes in Japan, CHARLES SMITH looks at French entry into the ski equipment race. Export race on the ski slopes

JAPAN'S ski slopes are almost as crowded as its city subway trains—hence its importance to Rossignol, the top French ski manufacturer.

Rossignol can manufacture the skis during the summer in its French, Italian and Spanish factories and ship them off before the August holiday season.

Optimism on MFA talks

By Rhys David, Textiles Correspondent. THE U.K. textile industry and the Government had now adopted common cause over the question of orderly development of future world textile trade and the industry could look forward with some hope to the talks now about to resume at Geneva on a second stage of the GATT Multi-Fibre Arrangement.

Refinery for Nigeria

CHIYODA CHEMICAL Engineering and Construction said it and C. Itoh had signed a contract with the Nigerian Government to build a refinery to handle 100,000 barrels of crude oil per day at Kaduna, Central Nigeria.

Slower U.K. export growth

THE TOTAL volume of U.K. exports in the second half of this year is expected to be about 3 to 4 per cent higher than in the first half of the year on a seasonally adjusted basis.

Israel and EEC agree on industrial co-operation

AN AIDE MEMOIRE on intensified industrial co-operation between Israel and the Common Market countries has been signed here by EEC representatives.

Vickers' China order

THE \$5.75m. contract won by Vickers Engineering in China, 80 into operation in 1980.

U.S. contract

Sankyo Electric has signed a contract to supply Chrysler in the U.S. with 400,000 compressors for air-conditioners worth \$7.7m.

Saudi awards

Saudi Arabia has awarded two contracts worth more than 500m. riyals to Pakistani and Indian companies for electrical work.

Bearing order

A contract valued at nearly £1m. has been won by Timken to supply journal bearings for the new SNCF (Société Nationale de Chemins de Fer Français) interconnection trains.

New Chrysler confirmed

CHRYSLER-FRANCE directors' It is designed to fill the gap between the Simca 1100 and the company would be producing a new small model, code-named Britain) Chrysler directors told shareholders at the annual meeting.

Join our Great Jubilee Celebrations. And book a free Summer Care Check at your local Leyland Cars Showroom.



From 17th June - 3rd July, it's all happening at your local Leyland Cars (Mini, Austin, Morris, Princess, M.G., Triumph, Rover, Jaguar and Daimler) showrooms.



Free Summer Care Check.

Here's what we're offering: Whatever make of car you're driving, bring it along to any showroom displaying our 'Free Summer Care Check' banner. The check includes tyres; fan belt; radiator; under-bonnet fluid levels; lamps and general body/paint condition. Free and without any obligation whatsoever.

Free test drive. You can test drive any Leyland car that your dealer has to offer. So come in and find out just how good our cars really are. Free valuation of your car. We'll give you a careful and considered valuation of your car. Again, without any obligation. It may be worth a lot more than you think. Great Jubilee Celebrations. Celebrate the Jubilee with us. Together with our usual excellent service facilities and parts back-up, there's a whole lot of things going on at your local Leyland Cars showroom. So bring along your family. See your local paper or call your dealer for details. Many showrooms will have late night and weekend openings, too. Come and join the fun, but hurry it must end 3rd July. It's a great year for Britain. And a great deal for you.

Leyland Cars Great cars and a great deal more.

كنا من الجيد

TOBACCO SUBSTITUTES: Are they worth a light?

There are two tobacco substitutes, *CYTREL* and *NSM*.

Both are designed to do one thing, to reduce the tar yield of cigarettes.

But please don't let anybody kid you that the presence of a tobacco substitute in a 'low to middle tar' cigarette will automatically give it the qualities of a 'low tar' cigarette, because it won't.

The most sensible way to use any tobacco substitute is to blend it with tobacco to produce a cigarette which the Government is prepared to define as 'low tar'.

Very shortly, we will be producing two new Silk Cut cigarettes containing tobacco substitute.

These will give you a really good smoke with an even lower tar yield.

Silk Cut with tobacco substitute. On sale from 1st July.

CYTREL® is the registered trade mark of the Celanese Corporation of America. NSM is the trade mark of New Smoking Materials Ltd.

LOW TAR As defined by H.M. Government
EVERY PACKET CARRIES A GOVERNMENT HEALTH WARNING

ector
of
ues
inst
ase
ply
RNO
N.V.
N.V.
imited
A to en
1977

HOME NEWS

LABOUR NEWS

Few food makers make good profits

By David Freud, Industrial Staff
ONLY FOUR of 60 food processing concerns have been consistently profitable over the past three years...

Wide range
Relating profit to sales, the report finds that profit margins fell by nearly a quarter in the middle year 1976...

Imports of commercial vehicles go up by 22.8%

BY TERRY DODSWORTH, MOTOR INDUSTRY CORRESPONDENT

COMMERCIAL vehicle imports have notched up a 22.8 per cent. improvement in the U.K. market this year to take advantage of a steady expansion in overall sales...

features of the market is that the heavy truck and articulated lorry sector is expanding healthily again after a long period of depression...

Honda van, which launched in the autumn of last year, has registered 1,069 sales already this year...

Call to give lorries priority over cars

PRIORITY SHOULD be given to commercial vehicles at the expense of private cars, Sir Daniel Pettit, chairman of the National Freight Corporation, said yesterday...

claimed that the real villain when it came to urban congestion was the private car. Only 10 per cent. of the 17.5m. vehicles on British roads were goods vehicles...

Money care education scheme for savings

By Eric Short
THE VOLUNTARY National Savings Movement aims to concentrate on "money management education" in future...

Heavy trucks weight limit 'should go up'

MR. DAVID PLASTOW, president of the Society of Motor Manufacturers and Traders, called yesterday for a fresh initiative from the Government to establish a new maximum gross vehicle weight limit for heavy trucks...

Shipbuilding body faces union clash

BY ALAN PIKE, LABOUR STAFF

THE SHIPBUILDING and Allied Industries Management Association is preparing to ally itself with the Engineers and Managers Association...

After months of courting by unions in the Confederation of Shipbuilding and Engineering Unions—which are determined that only they shall be recognised in the industry...

Miners vote to challenge pay code

By Ray Parman, Scottish Correspondent

SCOTTISH MINERS voted yesterday to campaign for a new pay increase in November...

The executive resolution, which was endorsed unanimously by delegates to the Scottish Area Conference of the National Union of Mineworkers in Perth...

Prior lists industrial democracy priorities

BY PAULINE CLARK, LABOUR STAFF

THE CONSERVATIVES would vote against any Government attempt to legislate prematurely on worker participation on company Boards...

schemes which had grown up naturally within that period. He envisaged the setting up of an organisation—possibly within the Department of Employment—for gathering information on individual company worker participation schemes...

Charities cope by ingenuity

BY CHRISTOPHER DUNN

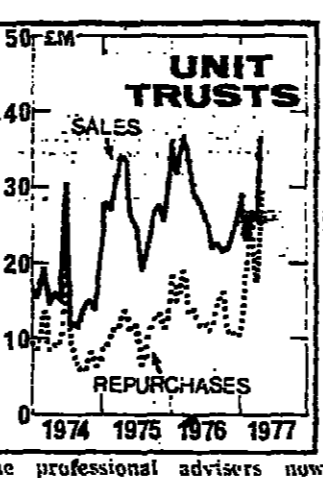
CHARITIES ARE coping with the recession through their originality and ingenuity according to the Charity Commissioners' Report for 1976...

For example several had acted as sponsors under the Job Creation Scheme. Other projects included the renovation, alteration and decoration of homes for the sick and the infirm...

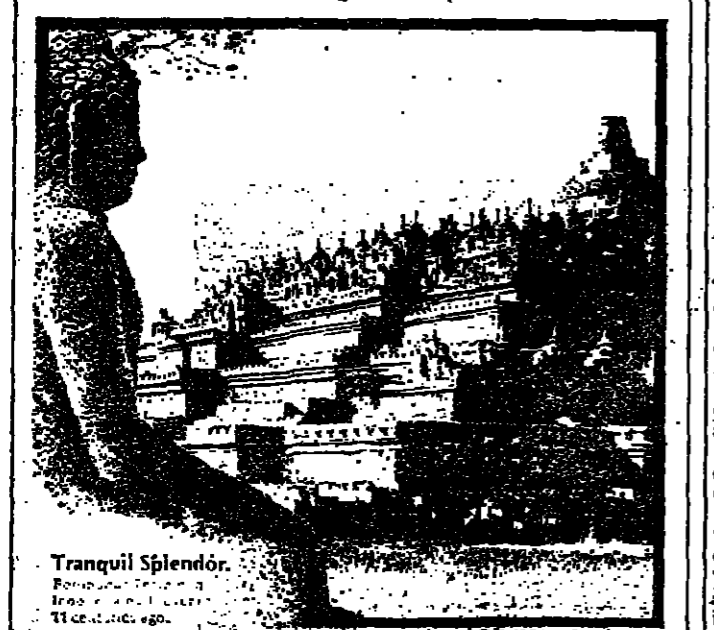
Unit trust re-buys set record, but investment is down

BY CHRISTOPHER HILL

UNIT TRUST re-purchases were a record £29.5m. last month according to figures issued yesterday by the Unit Trust Association...



To Future Generations, Security



Social welfare is a subject of serious consideration in most modern societies. Man in the twentieth century accepts his responsibility to bequeath to the next generation a society better than his own...

DAIWA BANK advertisement. A fully integrated banking service. Head Office: Osaka, Japan. London Branch: Winchester House, 77 London Wall, London EC2N 1BD.

Light ray phone cable leads world

By Max Wilkinson

THE POST OFFICE yesterday demonstrated the world's longest optical fibre, which transmits telephone conversations by means of light rays...

Church rejects basic pay for all clergy

A SUGGESTION that the Church of England's 12,000 clergymen, deaconesses and licensed lay workers...

The importance of "need" is something to be recognised and catered for primarily by an adequate basic or minimum stipend.

Small industry plan for Lake District

By Our Windermere Correspondent

PLANS ARE being developed to help Lake District villages become more viable by the establishment of small industries compatible with the surrounding landscape...

More action planned over spending cuts

BY OUR LABOUR STAFF

FURTHER ACTIONS against the cuts in public spending were outlined yesterday by two of the unions most directly involved. In Scarborough, the National Association of Teachers' and School Assistants...

In Blackpool yesterday, leaders of the Blackpool Trades Union in the National Health Service warned of militant demands for hospital strikes to protest at the spending cuts...

Union man on theft charge

MR. GORDON NORRIS, a leading left-wing member of the executive council of the National Union of Seamen...

has been charged to appear before Felixstowe magistrates on July 4 on two counts of theft. This follows the seizure of his car by Customs officers at Ipswich on April 27...

Pay challenge to CBI chief

AN MP yesterday challenged Lord Watkinson, president of the Confederation of British Industry...

over his warning on Wednesday that inflation would be fuelled and industrial investment threatened if earnings were allowed to increase by more than 8 per cent. in a third phase of pay restraint.

Facts for unions by law soon

BY OUR LABOUR CORRESPONDENT

COMPULSION BY law on employers to disclose information trial relations practice" to disclosed trade unions will close. Information must not be given if it is against the interests of national security, illegal to disclose, or would cause "substantial injury to the employer's equally elementary factor is holding down prices."

This has no legal force but is relevant to appeals by unions to the Central Arbitration Committee that employers have not met the Act's requirements. The committee may make a pay and conditions award if an employer fails to obey its enjoiner to disclose information.

Cowley men endorse new branch

By Our Labour Staff

TRANSPO and General Workers Union officials won endorsement yesterday for proposed reforms in the union structure at Cowley, Oxford, mass meetings despite hostility from opponents.

Strike over

MORE THAN 3,000 workers at the Lake Loosdrecht factory of the Plessey Telecommunications group returned to work yesterday after a three week strike by 2,000 workers.

Table titled 'BALANCE OF TRADE' showing Exports and Imports in £m. seasonally adjusted for 1976 and 1977. Columns include Exports, Imports, Terms of trade, and Oil balance.

THE VISIBLE trade deficit last month was £244m.—an increase of £13m. on what the Department of Trade describes as the "comparatively low April figure and about the same as in March."

Advertisement for international customers with toll-free numbers: 800 Through Service 300. Locations include Zurich, Geneva, Amsterdam, Frankfurt, Madrid and Barcelona.

Handwritten signature: Joly, 10/15/76

CRICKET

BY TREVOR BAILEY

Woolmer, Randall pull England side together

HAVING HAD the good fortune to win the toss on what looked to be the best wicket from a batsman's point of view—that of Lord's has produced for some time, Mike Brearley elected to bat on the opening day of the first Test.

He, together with Amis, came out to face the considerable speed of Thomson and Pascoe. They progressed steadily on a pitch without undue venom. Although the bounce was not always certain, and it came as



Jeff Thomson turns on his power. His fast bowling knocked out England's openers for only 13 runs.

JUBILEE TEST
At close of play on the first day England were all out for 216.

something of a surprise when Thomson dismissed both with successive balls in different overs.

Amis played a yorker into his stumps and Brearley was caught at short leg from a delivery which lifted sharply. In a matter of moments England were 13 for two and struggling.

Although Randall and Woolmer had moments of uncertainty against Thomson and Walker, they gradually settled down, helped by the former being rested after only six overs. Twice the Nottinghamshire player almost lost his wicket attempting to hook Pascoe, who had replaced Thomson, but then he began to bat with freedom and assurance. Woolmer was more restrained.

The eventual return of Thomson made no difference, while O'Keefe, who came on at one o'clock, was hitting the middle of the bat. The two English players took the score past 50 and were still together at lunch with 63 on the board. Randall was 38 not out and his many pleasing strokes included several on-drives and two square hooks to the boundary along the ground.

The partnership had not only rescued England from a nasty position but given promise of exploiting the advantage of batting first.

After the interval they continued to push the score along, despite Walker causing some difficulty. The 100 was brought up with a splendid four by Randall which also gave him his half century.

A most encouraging stand by two players who have not yet established themselves at Test level eventually ended at 111, when Randall (on 53) slashed once too often and was caught off. Walker, who deserved this reward for an excellent spell without much luck.

Greig took his place to a mixed reception from the large crowd. The first ball he received was caught in the slips, but it was a no-ball. The next he punched through the covers to the boundary.

The former England captain did not, however, last long. He was clean-bowled by Pascoe, who had previously scored a direct

Business lacking sting?

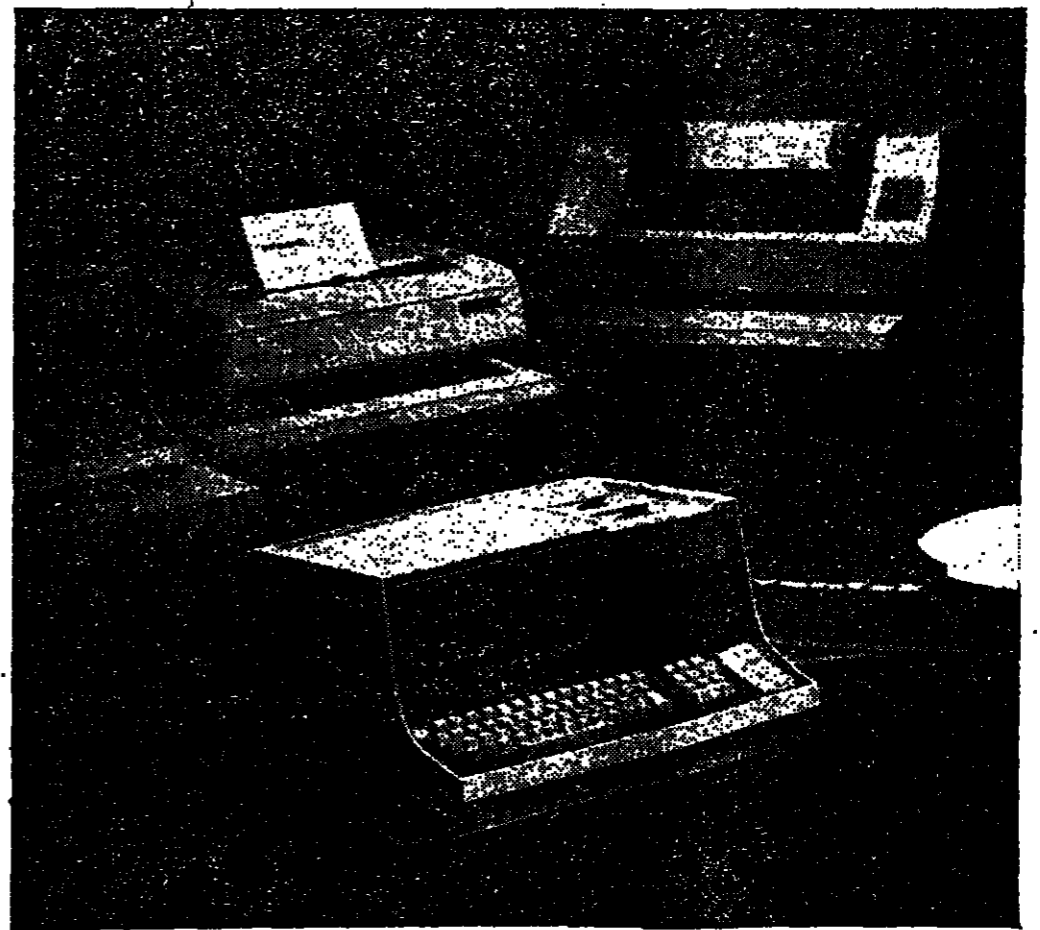


Put a bit of sting back into your business. With Datapak-B, the commercial computer system specially designed by Ventek for the smaller business.

Datapak-B offers a comprehensive set of computer programs forming an integrated accounting system that can be implemented as it stands — to carry out Order Processing, Sales Accounting, Stock Recording, Purchase, Nominal Ledger, and Payroll etc — or tailored to include specially required features.

Datapak-B is based on the famous Datapak systems already supplied to companies like yours throughout the world, including eight out of the top ten U.K. companies.

So put a bit of sting back into your business. For all the facts ring Malcolm Hammond on 01-903 6261 (or complete the coupon below).



With exceptional equipment like this, you'll soon find business buzzing again.

Americans dominate high-class wine sale

BY EDMUND PENNING-ROUSELL

THE FINEST and rarest wine sold at Christie's yesterday lived up to its title and resulted in what might fairly be called an all-American contest.

A dozen or so transatlantic buyers, dominated a sale particularly remarkable for client rarities that to-day can only be found in any quantity in the London auction rooms.

This factor and continuing advantages to dollar owners of paying in sterling combined to produce prices exceptional even for a market that has been rising for some time, and which in some cases did not reflect the likely quality of the bottle's contents.

The total price paid was £3,900 for a Jeroboam (equals six bottles) of Mouton-Rothschild's Latour, 29 sold for £720, 28, more than three times the previous London auction record,

though less than the \$8,600 paid at a Christie sale in Houston, Texas, in November 1972.

Among the "ancient" bottles, £250 was paid yesterday for a bottle of Cap de Vin, 1801, £320 for a single bottle of Latour 1899, £150 for one of Latour 1870 and £110 for another of Beycheville of the same year. A single bottle of Mouton-Rothschild 1874 made £185, and a bottle of Yquem, 1882 brought £135.

Coming to more recent vintages, two bottles of the famous Cheval-Blanc 21 went for £290 and a single one of Yquem 21 for £150, while separate dozens of Mouton-Rothschild 28 and 29 fetched £740 and £580 respectively, and a case of Latour 29 sold for £720.

A single bottle of Yquem 29 fetched £130. The first-growth '45's were much in demand: Latite (£800 a dozen), Latour (£780), Mouton-Rothschild (£720) and Haut-Brion (£620).

The sought-after Cheval-Blanc 47 fetched £680 a dozen, and Latite 47 the same figure. Among the '53s, Mouton-Rothschild made £400 and Latite £370. Then after Latite 59 at £520 a case, the 61s included Cheval-Blanc and Chateau/Margaux each at £420 a dozen and Palmer at £310.

Some notable large bottles of first-growths attracted particular competition. A double-magnum of Mouton-Rothschild 49 went for £320, a similar-sized bottle of Latour 59 made £500, while an Imperial (equals 8 bottles) of Latite 61 was knocked down for £740.

Plea to save monuments

STRONGER LEGISLATION was "urgently required" to protect ancient monuments in Scotland, it was claimed yesterday.

The Ancient Monuments Board for Scotland said in its annual report that an amending Ancient Monuments Bill is now urgently required. The Board also calls for Traprain Law, an historical fort in East Lothian threatened by quarrying, to be protected by a preservation notice.

TWO GREAT ANGLIA EVENTS ON THE ITV NETWORK!

On Sunday 19 JUNE at 10.00p.m.

"WAITING FOR SHEILA"

an exciting first television play by John Braine, famed author of "Room At The Top"

On Monday 20 JUNE at 9.00p.m.

"ALTERNATIVE 3"

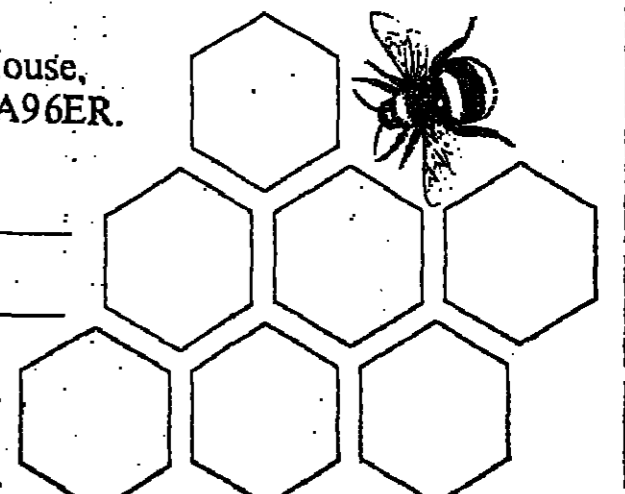
a film which may seem extraordinary but is scientifically possible. Hundreds of people disappear without trace every year — where do they go? This film suggests an amazing answer.



ANGLIA TELEVISION ANGLIA HOUSE NORWICH

Ventek Limited, 17th Floor, Station House, Harrow Road, Wembley, Middlesex. HA9 6ER.

Name _____
Company _____
Address _____
Position _____
Tel. No. _____



datapak-B
by **ventek**

IN BLOCK CAPS PLEASE

A TRW AFFILIATE COMPANY

COMPONENTS

Vehicle heat exchangers

THE MICRO foil copper heat exchanger developed by Delanair (a Lindström Group company) is now in volume production...

Micro copper foil corrugations are said to give increased heat transfer performance compared with conventional copper or aluminium finned exchangers...

Flat tubes in contact with copper corrugations provide the heat exchange surface. The corrugations are made from copper foil only 0.001 inch (25 microns) thick...

TEXTILES

Wool on the wall

FABRICS FOR wall coverings have been popular for a long time, going back to the arras and tapestry of medieval days...

SHIPBUILDING

Automation aids design

WORK HAS begun at the British Ship Research Association on a ship automation development project which will go a long way towards meeting the design requirements of the merchant ships of the 1980s...

First phase of this project is a design study for a highly automated petroleum products tanker. It will take two years to complete and then the team will move into an implementation phase...

Since the project is intended primarily to benefit the shipbuilding industry in this country it is being financed jointly by the industry and the Ship and Marine Technology Requirements Board of DfT.

TELEVISION

Cable TV to give many programmes

REDIFFUSION has installed a "Dial-a-Programme" TV system in the Dutch city of Arnhem. This is the first local wide-band switched network to be installed on an operational basis for public use anywhere in the world.

A joint development between Rediffusion and Delatabel of the Hague is being set up with the agreement of the Dutch PTT. Initially, the first phase will serve 400 households in Arnhem.

Constructed on the same principle as a telephone network the system will operate through two exchanges through which subscribers will be able to select by remotely controlled switches any of the programmes on the main trunk line.

When the service starts later this year there will be five TV channels—two Dutch and three German—and six FM radio stations—three Dutch and three German.

STOCK CONTROL

All the figures to hand

BACKED BY the resources of Unilever, that international group's bureau of organisation in the U.K.—Unilever Computer Services is launching a handheld device which has as much processing and memory power as the fully-fledged computers of 15 years ago...

To provide all the sales drive and support needed to launch this product worldwide, a separate company has been set up under the name UCLSL Micronics.

Controlled by a microcomputer designed by RCA, the unit can transmit and receive data over a telephone line from any central computer and information can be entered in three ways—through the keyboard, with a light pen or through an OCR wand.

DATA PROCESSING

Reading the small print

TO HELP data processing managers and legal departments of organisations ordering computing equipment and associated support services the latest addition to The National Computing Centre's Computerguide series of publications, "Computer Installation Contracts" pays specific attention to the small print.

When buying or leasing a new computer—or enhancing an existing system—users could find that the contract gives rise to problems which could have been avoided if the conditions had been stated in unambiguous terms from the outset and the implications fully understood.

The purpose of a contract is to ensure that the specification is drawn up in contractual form to avoid ambiguity and, where necessary, to enforce the agreed specification and the penalty.

MACHINE TOOLS

Yamazaki's new lathe

FROM JAPAN comes an NC lathe that has been specifically designed for the production of medium to large batches. Built by Yamazaki, it incorporates a rich eight-station turret which carries all internal and external tools.

Called the Dataturn DL (the first of a new family of machines), it is supplied with a hydraulic tailstock and a complete set of standard tooling.

Complex though the unit can be made, it is nevertheless extremely simple to service while highly reliable and in a recent extended test involving a large number of units over a long period, only two faults were detected.

FORMATION ON THE RELEVANT LEGISLATION

Produced with the co-operation of a working party of NCC members, this book provides guidelines and a checklist on matters to be considered. As even minor failures can have far-reaching effects in user organisations, the book draws attention to particular problem areas to ensure that these are not overlooked.

NCR talks to Swift

NCR HAS announced communications adaptors that will enable its equipment to be used with Swift (Society for Worldwide Interbank Financial Telecommunications), the international financial payments network.

MACHINE TOOLS

Increases tool life

LATEST OF the metal cutting lubricants to be marketed by Roel of Swillington, Leeds, is claimed to contribute significantly to longer tool life despite the fact that it enables heavier cuts to be made.

Described as a mineral soluble oil it is diluted in the proportions of 1 to 15 parts of water for use operations and is intended for use as a flood-applied lubricant. It is being marketed under the trade name Ultracut-F.

SANDOZ OVERSEAS LIMITED SANDOZ LTD. US \$ 64000000.- 4 1/2 per cent. Guaranteed Convertible Debentures Due 1988 - o fUS \$ 1600.- each of Sandoz Overseas Limited. In compliance with the terms of the Trust Deed constituting the above-mentioned Debentures, notice is hereby given that, following upon the issue of new Bearer Participation Certificates of Sandoz Ltd., the Effective Date in respect of which was 23rd May 1977, the rate of conversion and the relative Conversion Price have been adjusted so as to be 5.6537 Bearer Participation Certificates of SFr. 50 each at the Conversion Price of US \$ 283 per Bearer Participation Certificate.

WELDING

Automatons move in

TENTATIVE but now convinced is one way of describing Ford Cologne's approach to the use of robot welders, which is still a long way behind the large-scale acceptance of these machines for spot and now heavy duty welding jobs by its competitors Fiat and Volvo.

Ford is involved in a robot operation on the rear axle structures for the Granada, in which two Unimate 2000A machines place and weld a spot weld. A robot then takes the spot welder and turn and place them into the precise locations required for the various welding spots which are in 30 positions.

Manually, the operation demands the use of standards that an operator places under the welding machine together with the part to be welded. This method does make it easy to detect whether or not a spot has been missed. And while robots can suffer a malfunction they cannot miss a weld since they are programmed to stop if any fault develops.

These are intended to be mobile and be moved about as production requirements alter or models change. Reprogramming for a new job is simple and rejects are virtually a thing of the past.

The company does its own servicing, taking spares from the Unimation centre at Heusenstamm, West Germany. At the moment, the robot system is running under a program which specifies production runs of 1,500 units in two shifts per day.

IMETAL - 1976 Despite a continuation of difficult economic conditions worldwide, on the whole the performance of the IMETAL Group progressed satisfactorily in 1976. Thanks to a recovery in the nickel and non-ferrous metals markets, PENARROYA and LE NICKEL-SLN, both of which sustained losses in 1975, showed a net profit of 19.9 million and 31.5 million francs, respectively.

FARMING

Latest Ford tractors

FORD has introduced four-wheel drive versions of its 8700 and 9700 tractors. The 8700 has a 128 bhp six-cylinder diesel engine, a two-speed power take-off, hydrostatic steering and a flat-deck cab with tinted glass and radio.

SEAL ROOFS

Robseal SEAL ROOFS Roof maintenance or emergency repair. Robseal can fix it fast and guarantee it for 5 years. Established 15 years.

Masonellan

in control Low noise control valves

...80,000 m² of super-stressed multi-panelled flexiglass over a concretion-coated plasteel frame and the architect thinks he could get a design award, sir, sign here... National Westminster Bank

JPL 100150

PARLIAMENT and POLITICS

Next year will be better—PM

BY IVOR OWEN, PARLIAMENTARY STAFF

WITH A degree of optimism which obviously surprised many MPs, the Prime Minister told the Commons yesterday that he has "considerable confidence" that an understanding will be reached about the level of pay settlements after Phase Two of the incomes policy ends in July.

At the same time, he stressed that he holds to the view which he expressed at the TSSA conference that he does not want to see a "flag leaf" in disguise for pay policy.

Thatcher attacks free vote decision

BY IVOR OWEN,

DIVISIONS IN the Cabinet over the Bill on direct elections to the European Parliament and the decision to allow Ministers to have a free vote on the issue brought the Prime Minister under attack from Tory MPs in the Commons yesterday.

Difficult decisions ahead on S. Africa—Callaghan

BY JOHN HUNT

THE SITUATION in the Republic of South Africa is now becoming so explosive and frightening that the British Government may have to take some very difficult decisions for which it will expect the full backing of the Commons, the Prime Minister warned yesterday.

Reporting back to the House on the results of the Commonwealth Prime Ministers' conference, Mr. Callaghan was asked by Mr. Andrew Faulds (Lab., Warley E.) whether he agreed with President Kaunda of Zambia that the resolution of the problems of southern Africa must involve action against South Africa, including the imposition of restraints on the multinational oil companies.

Others believe the best path is through negotiation. There is now an understanding that both paths should be followed. Mrs. Thatcher demanded that the Prime Minister should not totally reject terrorism as a means of furthering political objectives. She maintained that it was inconsistent to have a statement from the conference which simultaneously supported human rights and terrorism.

MAN IN THE NEWS Walden takes his talent to TV

BY RUPERT CORNWELL, LOBBY STAFF

IN BRITISH politics, cleverness is always best concealed under a mantle of modesty. But through his 13 years in the House of Commons, Brian Walden was never able to do that, the reason which, perhaps more than any other, explains his departure from Parliament to take up one of the most glamorous jobs in British TV journalism.

But Walden has also been his own enemy. If intellectual ability alone counted, he would be at least a rising junior Minister, if not in the Cabinet. Friends recall how he would destroy visiting heavyweights from Westminster in his Oxford Union days. Yet, at 44, he leaves politics damned by that label of "too clever by half."



Mr. Brian Walden

Real terms

Mr. Robert McClelland (C. Brecon) pointed out that the CBI still maintained that anything above a 6 per cent level in the next phase of wages policy would be inflationary, while the TUC was out to restore living standards. He asked for a realistic assessment of the likelihood of obtaining an agreement in these circumstances.

Scots Liberals to debate pact

By Ray Perman, Scottish Correspondent

THE FIRST opportunity for rank and file Liberals to have their say on the pact with the Government following Mr. David Steel's doubts about the chances of renewal, will come tomorrow when the issue is debated by the Scottish Liberal conference at Aviemore.

Parties fail to agree on electoral law talks

FINANCIAL TIMES REPORTER

POLITICAL PARTIES at Westminster have been unable to reach agreement about the possibility of a Speaker's Conference on electoral law, Mr. Merlyn Rees, Home Secretary, told the Commons yesterday.

However, the Prime Minister was discussing with other party leaders the question of Northern Ireland's representation at Westminster. It was not the intention of the Government to interfere at present with the number of MPs for Scotland and Wales, he added.

Next week's business

COMMONS debates next week are:

- MONDAY—Debate on housing in England and Wales; New Towns Bill, remaining stages.
TUESDAY: Price Commission Bill, remaining stages; Proceeding on Restrictive Trade Practices Bill.
WEDNESDAY: Price Commission Bill, remaining stages; Proceeding on Restrictive Trade Practices Bill.
THURSDAY: Debate on fisheries policy; motion on EEC documents on monetary compensation amounts.
FRIDAY: Coal Industry Bill, remaining stages; motion on EEC document on illegal immigration and employment.
Lords business is:
MONDAY: Sale of Manors Bill, Report; Construction of Roads (Time Limit) Bill, report; Rent Charges Bill, second reading; Contract Terms Bill, committee.
TUESDAY: Redundancies Rebates Bill, committee; Detonators Bill, committee; Town and Country Planning (Amendment) Bill, committee; Mini-Bus Bill, second reading; Import of Live Fish (Scotland) Bill, report; Sexual Offences (Scotland) Bill, report.
WEDNESDAY: Debate on the needs and treatment of disruptive children and young persons.
THURSDAY: Import of Live Fish (Scotland) Bill, third reading; National Land Fund Bill, second reading; Education (Northern Ireland) Bill, second reading; Deer Bill, report, debate on defence cuts.
Obscenity study head appointed
MR. BERNARD WILLIAMS, Knightsbridge Professor of Philosophy at Cambridge, is to head a committee of inquiry set up by the Government into obscenity and film censorship.
The appointment was announced in the Commons yesterday by Mr. Merlyn Rees, Home Secretary, who plans to name the other members of the committee later.

And there are many who claim that he could not afford to give up this income to take up the job of Tony Benn's Number Two at the Industry Ministry, offered him by Harold Wilson in 1974. So how much is he getting at LWT for those 36 programmes a year? Jay was on a rumoured £700 a programme, but Walden isn't revealing his fee when he goes on the air on September 18. To the Government, his last legacy is a tricky by-election in the Strathclyde constituency. His majority is over 9,000 but on an Ashfield-sized swing, it could go.

Good sense

Reply in Mr. Walter Johnson (Lab. Derby S.), who presided at the TSSA conference, the Prime Minister said there was a great deal of confidence that the trade union movement recognised the seriousness of the situation in relation to the movement of wages and salaries.

Nuclear test ban talks

BRITAIN, the U.S. and the Soviet Union are to hold talks on a comprehensive nuclear test ban treaty, the Prime Minister told the Commons yesterday.

Mr. Callaghan said that the date and place for the talks would be announced shortly. He said he hoped they would begin next month.

Mr. Callaghan said that other major cities and towns throughout Europe and much of the Soviet Union were priority targets in this sense. He did not accept the view that one could unilaterally increase the safety of Scotland apart from the rest of Europe.

EEC debates trial proposed

BY REGINALD DALE, EUROPEAN EDITOR

A COMMONS committee yesterday called for a trial period in which the House would devote one full day a month to examining EEC legislation.

But it pointed out that the improvement had been most marked in recent months when time required for domestic legislation has been less than in any session since the House started debating EEC matters.

Written Answers

TREASURY
Mr. John Wakeham (Con. Malden). What would be the Board could be producing at the annual rate of 15 million tons in 1980-81, of which something over one million tons would be anthracite. The Coalfield Farm site is programmed to produce about one million tons a year from 1977-78 to 1980-81.

Do you actually know what you're signing for?

Whether you want an office block or a factory, a supermarket or a school, commissioning a new building can mean taking decisions involving hundreds of thousands of pounds. You sign the cheques, and you're responsible to your shareholders or ratepayers—yet it's unlikely that you've got any more experience with the building industry than anyone else in your organisation. So, how do you provide yourself with a falsafet? You could call in a collection of professionals, and either trust in their integrity or trust to your luck. Or you could call in a team of professionals, such as the Lesser Design & Build team. What's the difference? Simple: the Design & Build concept places everything in the hands of one organisation, with one source of responsibility. That way, if anything should go wrong, you know exactly where to go for redress. Save time and money. Lesser have frequently cut pre-construction time by up to 75%, total project time by up to 50%, and overall costs by up to 10%. (And remember, 10% of a £1m contract is £100,000—money which can be used for further development and expansion.)

The Professionals' To help you understand a little bit more about building (and what can go wrong if there's no proper control) Lesser have commissioned a light-hearted guide to the construction industry: 'The Professionals'—and how to understand what they're talking about.' Its tone is irreverent—but its facts are rock-solid. If you're ever likely to be signing a cheque for a new building, you'll find 'The Professionals' worth its weight in gold. Because, the next time you're talking with one of the professionals, you'll know exactly what he's talking about. And, more important, you'll be able to tell whether he knows what he's talking about...

LESSER DESIGN AND BUILD DIVISION The Lesser Building, Staines Road, Hounslow, Middx TW3 3JB Tel: 01-570 7755

LEHMAN BROTHERS INCORPORATED NEW YORK • ATLANTA • BOSTON • CHICAGO • DALLAS HOUSTON • LOS ANGELES • SAN FRANCISCO • WILMINGTON • LONDON June 17, 1977

The Property Market

BY QUENTIN GUIRDHAM

Campaign on empty rating hot up

The campaign against 100 per cent empty rating and the empty rating surcharge is growing into one of the property industry's more concerted lobbies. There are signs that local government is relenting. Birmingham and Leicester's cuts to 50 per cent may be followed by others. And in some quarters there is optimism about a change in the view of national government. The fact that the 1974 Act was so precisely mistimed, on a market view, is now a past grievance. But the bite of the new powers and obligations, then given to councils is being felt as strongly as ever.

The latest protest has come from the British Property Federation. It has worked on the basis of returns from the Rating and Valuation Association which show that, before the Birmingham and Leicester decisions, 20 of the Metropolitan Districts had opted to charge 100 per cent empty rates, two for 75 per cent and three for 50 per cent or less. Of London Boroughs, all but four decided on 100 per cent rates for non-domestic property.

Given the relative scarcity of Section 16 surcharges, the "Centre Point charge" the main burden of BPF's memorandum to Mr. Peter Shore, concerns Section 15 (needless to say it wants Section 16 scrapped anomalies).

altogether). It argues that 100 per cent rates are simply inequitable. Empty property should be rated in proportion to the burden it places on local services. If that is reduced to items like police, fire services, street lighting and such things, then 25 per cent is the figure which the BPF is suggesting (the City, incidentally, charges at 7 per cent).

Some of the figures quoted are, persuasively, from non-property companies. Thus under Section 15, the National Westminster paid £231,536 in respect of 284 premises in 1976, and Barclays £342,598 for 368 premises.

The most dramatic example, however, of how the system is working comes from English Property Corporation. It has paid £460,000 in empty rates on the Douton House and Bridge House site on the South Bank, London. While negotiating with the Government for a new building on the site, and with the planners for the consents necessary, EPC was also "wildly advertising" the existing empty building to let it, so avoiding the chance of the council slapping on the penal surcharge. The idea that it might actually get a short-term tenant to meet even the rates was described as only "an outside chance" despite the size of the marketing campaign.

Having given some ground to 25 per cent, perhaps the BPF's initiative could start a genuine debate aimed at avoiding such anomalies.

Greenwell queries some fundamentals

Last year stockbrokers Greenwell were saying that property shares were overvalued in relation to returns from direct property investment. This circular, which came out shortly after the Amalgamated Investment and Property collapse, seemed to influence the market considerably. The same brokers had also taken the Revenue returns on City property to show that vacant space there was more like a tenth of the total than the twentieth which most estate agents were saying.

So the Greenwell influence last year was bearish for shares, and the recommendations for their readers included buying £5m-plus properties in central London with five-year or more reversions. Few, naturally, would be in any position to take such advice, but Greenwell was going along with the general opinion in the sense that institutions had lost faith in property shares while gaining commitment to direct investment.

A little more than a year later, with the property share sector showing almost the same strength relative to the All Share Index, Greenwell has decided that shares are a good thing.

Before discussing specific companies, the present circular leads off, with some thoughts on whether direct property investment is a hedge against inflation. It decides that this is "not neces-

sarily" so, which is not necessarily any great discovery. Such conclusions may be reassuring to property investment managers and advisers if accused of doing nothing—but buying everything in sight and waiting for a crash, to bail out their judgment. Other, very recent, this is simplistic stuff, and on the inflation-proofing argument, it is perhaps worth stating a little bit more of the obvious. Property does not make its appeal to fund managers through any guarantee that rental growth will equal inflation, but on a record which suggests it is a fair bet to fall short of inflation by no more than equity shares, while also providing the long-term preservation of some asset worth, something which on a doomsday view looks increasingly unlikely for the bulk of, say, shares in British engineering companies.

Under "long-term factors," Greenwell worries about the freedom to develop on City property values which, in Britain, are just about the highest in the world, taking the London properties which dominate most portfolios. The example of New York offices, worth less now than when they were built in the 1950s is quoted. Raising the ODP limit to 30,000 square feet, and the Tories' intention, as expressed by Hugh Rossi, to scrap the permit system altogether, are seen as particularly destructive to existing values.

To treat these as long-term factors is surely overcooking the argument. Labour governments are not going to go on for ever changing planning policy in an attempt to ease construction unemployment, and if one is budgeting for Labour governments in long-term factors, then why no mention of the Community Land Scheme and associated tax structure which could be the greatest-ever preserver of existing site values?

While Tory governments may do more to encourage development, they are not going to abolish all regional policy. The



Two more deals in the last week have shown the strength of the EC 3 sector of the City of London. On the left is the 23/26 St. Dunstan's Hill building, sold by GIL and Duffus to Christopher Moran Holdings for close to £700,000 with a £500,000 restoration now under way. Buying the freehold is Moran's answer to bringing together its broking

and underwriting agency activities in a net space of 10,000 square feet. GIL and Duffus has gone to purpose-built headquarters in Borough High Street. Jones Lang Wootton acted for it, and Baker Harris Saunders for Moran. On the right is Haslemere's 10 Lloyds Avenue development, let to Anglo-Soviet Shipping at a rent equating to something over £10 a square foot, with a

£15 a square foot class. Respectable 1950s offices in an area like Queen Victoria Street have gone for as little as £5 a square foot in the last year, so the two-tier market is already very much a fact. So in the short-term the brokers go along with the consensus view that a shortage of new prime space in the next three or four years will see the best rents steadily rising. But they worry about all secondary City space particularly when the environs of Shoreditch into the



sub-lease to Craven Farmer, L. Total space is around 2 square feet of offices, the bulk being used by Anglo-Soviet Shipping represented by Edward Erdman J.W. Richard Saunders and Part (the name stays, though the man is with Baker Harris Saunders) acted Craven Farmer.

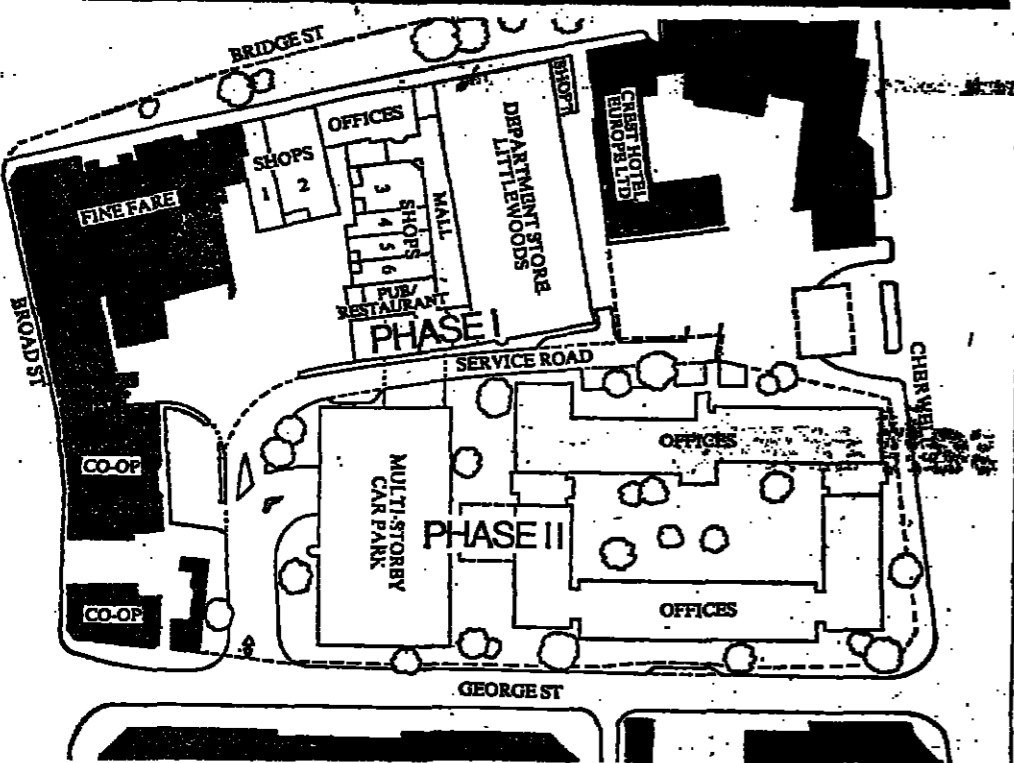
The manner in which rent review cycles have bunched up prospect of some valuation pluses have produced property bulls. The Greenwell estimate on the basis of ten parties—Brixton Estate, Portland Estate, Hamam, Haslemere, Land Securities, Law Land, MEPC, Scottish Metropolitan, Slough Estates and Conversion—is dramatic. On basis of 1975-76, their total rental income was £118m.

The point about these reviews has not, apparently, carried much weight in the market during the dog days for property shares, but is certainly worth restating now almost all of it by 1980.

INDUSTRIAL AND BUSINESS PROPERTY

The Cherwell Centre Banbury, Oxfordshire

A central area redevelopment of shops and offices by The Standard Life Assurance Company.



Phase I
Building works have commenced involving the retention of existing historic frontages to Bridge Street, and are due for completion midsummer, 1978. The scheme will comprise 18,000 sq. ft. of offices—a department store pre-let to Littlewoods—seven shop units fronting Bridge Street and pedestrian mall—public house/restaurant—car parking.

Phase II
Following on the completion of Phase I, Phase II is planned as four inter-communicating blocks totalling 152,000 sq. ft. of offices constructed around an attractive central landscaped area. There will be a pedestrian link with the shopping mall and with the adjoining multi-storey car park for 450 cars.

Details may be obtained from the joint letting agents.

Hillier Parker
May & Rowden
77 Grosvenor Street, London, W1A 2BT
Telephone: 01-629 7666.
Project management by Grosvenor Square Properties Limited.

EDWARDS BIGWOOD & BEWLEY
13 Horse Fair, Banbury, Oxfordshire OX16 0AH
Telephone: 0295 50484.

A rare opportunity to acquire superb office accommodation

GROSVENOR PLACE S.W.1

9,750 sq ft
LEASE FOR SALE

King & Co Chartered Surveyors,
1 Snow Hill, London EC1 Telephone: 01-236 3000

CITY OF LONDON

1/3 SUN STREET
ADJACENT TO
FINSBURY SQUARE E.C.2.

NEW SELF-CONTAINED OFFICE BUILDING TO LET

APPROX. 3,470 SQ. FT.

- * AIR-CONDITIONING * LIFT * CARPETED
- * DOUBLE GLAZING * IMMEDIATE OCCUPATION
- * ATTRACTIVE RENT & TERMS OF LEASE

Healey & Baker
Established 1820 in London
118 Old Broad Street, London EC2N 1AR
Telephone 01-628 4361

Mike Burton Gloucester England

Gloucester - more than rugby football

Heathville House

38,200 sq. ft. - new office development TO LET

Joint Agents
BRUTON KNOWLES & Co. Richard Ellis
Albion Chambers 56 Barton Street Gloucester telephone 0452-21257
6-10 Bruton Street London W1X 8DU telephone 01-488 7151

3 Birchlin Lane
Cornhill
London EC3

3,715 sq ft approx
Office/Banking building
To be Let

Debenham Tewson & Chinnocks
Chartered Surveyors
Bancroft House
Paternoster Square
London EC4A 3ET
01-236 1520
Telex 803749

SMITH MELZACK
17 St Helen's Place
London E6A 6LD
01-638 4591

With Rowlinson it's easy to find your new Factory or Warehouse.

CRAWLEY
Sussex A Cignat Group Development

New Warehouse and Office 51,000 sq ft To Let

1/2 mile from link road to M23.
2 miles from Gatwick Airport.
23' eaves height.
750 lbs floor loading.
Self contained offices.
Available June 1977.

Sole letting agents
DONALDSONS
70 Jarrin Street
London SW1V 6PE
01-930 1090

OFFICES TO LET EPSOM TOWN CENTRE

13,520 sq. ft. at £5.50 per sq. ft.
on 2 floors—(would divide)
21 Year Lease - Car Parking - Lifts
UNRESTRICTED TO AREA USER
Full Details apply Sole Agents:
MICHAEL EYRETT & CO.
87, High Street, Epsom. TEL. 2407

Handwritten signature or mark at the bottom of the page.

K for Industry

BRIERLEY HILL, W. Midlands

Factory
50,000 sq. ft.
LEASE FOR SALE

CHELMSFORD, Essex

Warehouse from 6,000 sq. ft.
to 450,000 sq. ft. to be erected
TO LET or FOR SALE FREEHOLD

HAZEL GROVE, S. Manchester

Industrial Land available
on ground lease
1 - 26 Acres

LONDON, S.W.6.

Offices or Shop Premises
1,285 sq. ft.
TO LET or FOR SALE

MITCHAM, Surrey

Factory
6,500 sq. ft.
TO LET

NEWHAVEN, Sussex

Factory on one acre site
5,400 sq. ft.
FREEHOLD FOR SALE

QUEENSBURY, N.W.9.

Factory
9,250 sq. ft.
TO LET - NEW LEASE

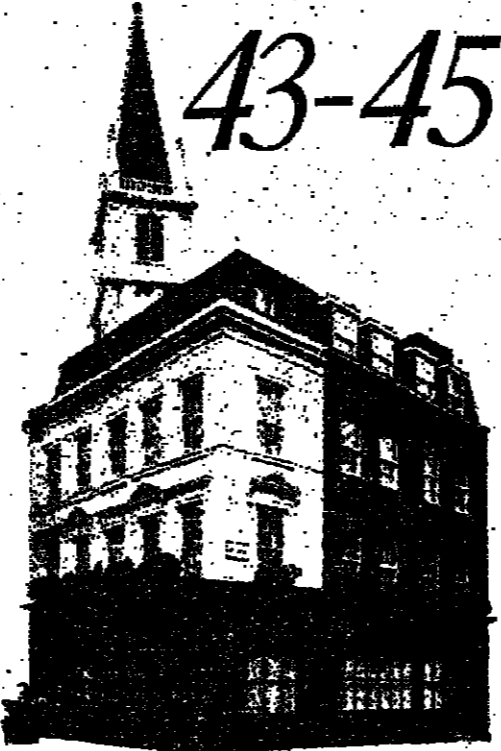
STOKE NEWINGTON, N.16

Industrial Offices & Storage
75,500 sq. ft.
FREEHOLD FOR SALE

King & Co 1 Snow Hill, London, EC1
Telephone 01-236 3000
Telex 885485
Chartered Surveyors. Also in Manchester, Liverpool, Bristol

Unique among City office buildings,
No. 43/45 Eastcheap provides the
full amenities of a modern
office block

43-45

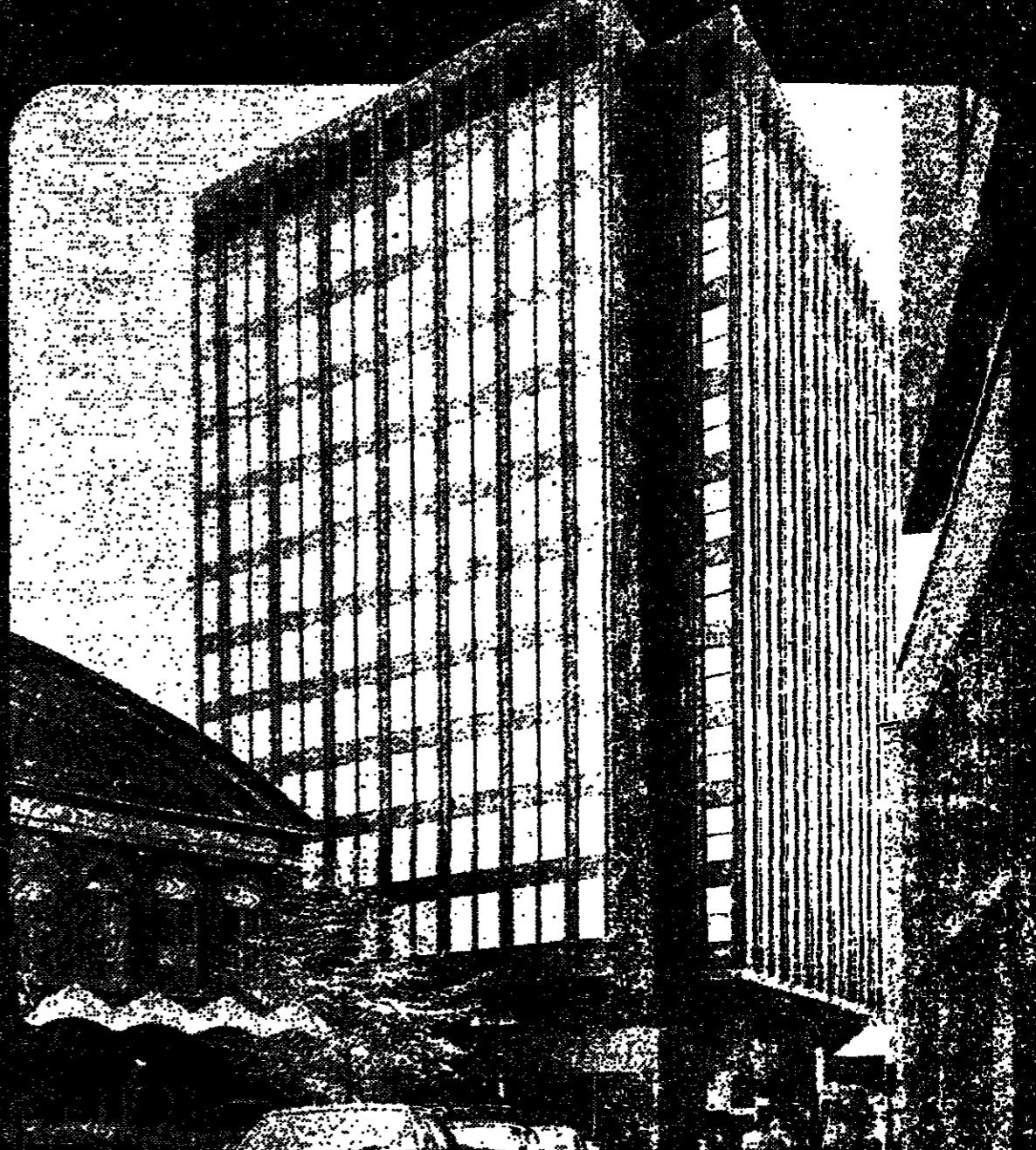


*Eastcheap,
London E.C.3*

The building is arranged on basement,
ground and three upper floors
providing approximately
3,100 SQ. FT.

For further details, terms and viewing arrangements,
please contact Mr. Alan Tusstill at 43/45 Eastcheap,
London, EC3M 1JE, Tel: 01-626 9081.

London House London EC3



62,000 sq.ft. Offices TO LET

- Prestige Entrance Hall ■ 4 Automatic Passenger Lifts
- Full air conditioning ■ Basement Car Parking and Storage
- Maximum flexibility of layout ■ Male and Female Toilets on each floor ■ Excellent natural light

Richard Ellis, Chartered Surveyors
64 Cornhill, London EC3V 3PS Telephone: 01-263 3080
London W1, Scotland, Belgium, France, Holland, West Germany, Spain, South Africa, Australia, Canada, Singapore, U.S.A.

Richard Ellis

Reading Berkshire

Warehouse/Industrial Units to let

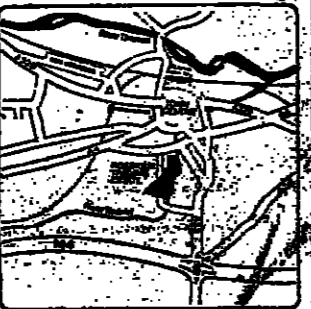
9,000 - 81,000 sq. ft.

Currently available for immediate occupation

Unit 014 27,694 sq. ft. Prestige Warehouse including 3,957 sq. ft. offices.

Unit 001 35,201 sq. ft. factory

No IDC required.



Located on south side of Reading with easy access to M4 these units offer a unique position for distribution depots to Southern England.

Introducing Agents will be fully retained.

For further details contact:

MASONBROOK LTD

Property Consultants
177/8 Dryden Court, Parkers, Near Devon, Surrey TW19 5LH
Tel: 01-549 5201



Chelham House Cheltenham



Superb Offices to be let

In floors from 11,500 sq. ft. or the entire building of 56,000 sq. ft.

Located in this attractive Spa town the offices offer excellent amenities at a competitive rental.

Debenham Tewson & Chinnocks

Chartered Surveyors
Barnard's Inn House
Peterborough Square
London EC2P 2ES
01-236 1520

G. H. Bayley & Sons

Chartered Surveyors
Victoria House
Victoria Walk
Cheltenham, GL50 1TW
0242 21102

**Offices
Office sites
Factories
Warehouses**

Telephone:
0733-68931 Ext 326

Chief Estates Surveyor
Peterborough Development Corporation,
PO Box 3 Peterborough PE1 1UJ

4 Botolph Alley EC3



Collier & Modge
Chartered Surveyors & Property Consultants
6 St Bride Street London EC4A 4BE
Telephone 01-953 8901

Robert Cutts & Co.
(INCORPORATED IN ENGLAND)
1 College Hill EC4
Tel: 01-236 4606

JONES LANG WOOTTON
Chartered Surveyors
33 King Street London EC2V 8EE
Telephone: 01-606 4080, Telex: 886557

self contained office building To Let air conditioned 5288 sq. ft. approx.



HOLBORN W.1

PRESTIGE OFFICE SUITES
Units from 4,700/33,000 sq. ft.

Modern Amenities
New Leases

Keith Cardale, Groves & Co.
Chartered Surveyors
43 North Audley Street,
Grosvenor Square W1Y 2AQ 01-629 6604

By order of **CCPC** Capital & Counties Property Company Limited

The Knightsbridge Estate

For Sale by Auction in 28 lots on 5th July at 11a.m. at the Grosvenor House Ballroom, Park Lane, London W.1.



Full Catalogue now available
Price £5 on application to the Auctioneers.

AUCTIONEERS

JONES LANG WOOTTON
Chartered Surveyors
103 Mount Street, London W1Y 6AS. Telephone: 01-493 6040 Telex: 23858

in conjunction with

MATTHEWS GOODMAN
Malvern House,
72 Upper Thames Street, EC4R 3UA
Telephone: 01-248 3200

Marler & Marler
6 Sloane Street, London SW1X 9LF
Telephone: 01-235 9641

IT ALL ADDS UP TO BATTLE BRIDGE HOUSE

Battle Bridge House, Grays Inn Road, London WC1

1. New development close to Kings Cross and St. Pancras stations.
2. Five underground stations for staff.
3. 16,000 sq. ft. office space. To be let whole or in parts.
4. Double glazed.
5. Fully air-conditioned.
6. Carpeted throughout.
7. Lifts to all floors.
8. Car parking and loading bay.
9. Light fittings provided throughout.
10. Showroom and storage space available.
11. Flat available.
12. Ready for immediate occupation.

An impressive total of features, don't you think?

Joint Sole Agents

Weatherall Green & Smith
20 Abchurch Lane, London EC4A 3DF
01-405 6944

DE & J LEVY
01-930 1070
Estate House, 130 Jermyn Street, London SW1Y 4UL



TO LET

20 acre Industrial site

Fully serviced with planning permission for light and general industry. Excellent communications. Skilled labour in Area. Fine amenities. Housing.

You will be in good company....

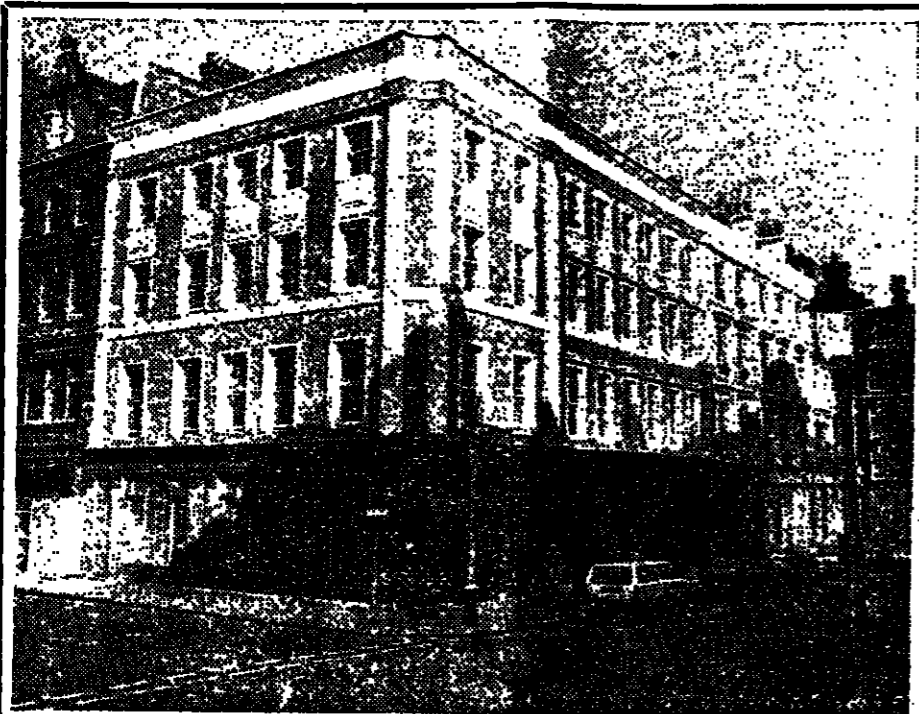
MARUBENI KOMATSU
GUEST KEEN & NETTLEFOLDS
HYDROVANE COMPRESSORS
AVON MEDICALS
HAWKER SIDDELEY
HERBERT SMALL TOOLS
SERCK SERVICES
HALFORDS



Why not join them?

CONTACT: Redditch Development Corporation

Holmwood, Plymouth Road, Redditch, Worcestershire B97 4PD
Telephone: Redditch 64200



BEDFORD STREET COVENT GARDEN W.C.2

Refurbished Office Building
9,300 SQ. FT.
TO LET

Joint Sole Agents
St Quintin E.A. SHAW & PARTNERS
Chartered Surveyors, 19 & 20 Bow Street, Covent Garden, London WC2E 7AE. ref. W.S.I.
Chartered Surveyors, Vinery House, Queen Street Place, London EC4R 1ES. ref. J.K.

FREEHOLD

City of London
20,400 sq.ft. approx.

Vacant possession of whole incl. banking hall.

Central Location

Sole Agents:

JONES LANG WOOLTON Chartered Surveyors
33 King Street, London EC2V 8EE
Tel: 01-606 4060
Tele: 885557

OFFICES TO LET CROYDON

UNDER £7 PER SQ. FT. INCLUDING RATES AND SERVICES



RANDOLPH HOUSE CROYDON
39,800 SQ. FT.
ON THREE FLOORS - WOULD DIVIDE

Lander Burfield
19 Park Street, Croydon, Surrey CR9 1TN
Tel: 01-686 4771

SAVILLS
20 Grosvenor Hill, Berkeley Square, London W1X 0HQ
Tel: 01-499 8644

Postlethwaite
1 College Hill, London EC4R 2RA
Tel: 01-248 4205

TO LET AT LOW RENT
SAVE £30,000 PER ANNUM

Imposing premises on North Circular Road, N.W.10, near A40/M40 Jct. M4/M1, comprising approx. 55,000 sq. ft. gross office, showroom, warehouse, factory, canteen, lift, loading bay, sprinklers, oil c.h.t. and generator. Long lease at 75p/sq. ft. for first 2 yrs. to allow for redecoration, thereafter rack rent with 3 yr. reviews. Must be bargained for terms with inspect. ref. Write Box T 484, Financial Times, 10 Cannon Street, EC4A 3DF.

WOOLWICH SE18 WESTMINSTER INDUSTRIAL ESTATE

1/2 mile from WOOLWICH FERRY
Close to M2/M20 Routes

Excellent access for all parts of LONDON and the South East

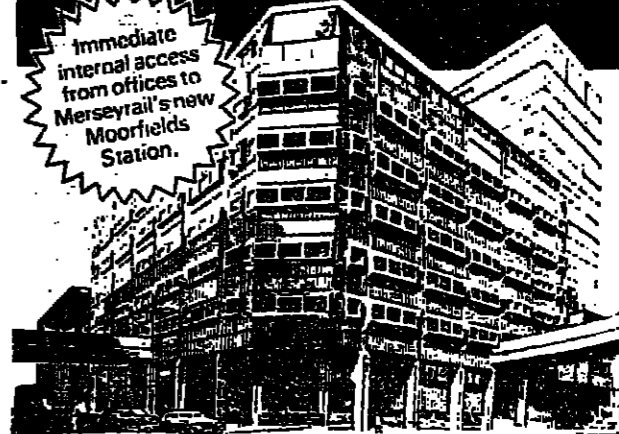
UNIT	AREA (sq. ft.)	USE	RENT
28/1/A,B,C			
-3 Units Each	8,250	Factory	£7,000
29G	4,834	Factory	£7,250
54/1	7,300	Factory	£6,570
61/B/1	4,800	Factory/Warehouse	£4,900
61/B/4	5,005	Factory	£4,500
62/3	5,005	Factory	£4,182
74/3	9,800	Factory	£9,850
77/2	3,178	Offices	£3,850

PLUS 10,000-30,000 SQ. FT. OF EXCELLENT SINGLE STOREY WAREHOUSING

BERNARD THORPE & PARTNERS

1 BUCKINGHAM PALACE ROAD LONDON SW1W 0QD 01-834 6890

TO LET Tithebarn House



93,400 sq. ft. of prime, air conditioned office accommodation in the business heart of LIVERPOOL

Situated at the junction of Tithebarn Street, Old Hall Street and Chapel Street, Tithebarn House occupies a principal focal point in the commercial heart of the City and consists of:-

- High quality air conditioned offices.
- Shops, Bank and Restaurant.
- Carpeting to office areas and staircases.
- Three high speed passenger lifts and goods lift.
- Suspended ceiling, recessed fluorescent lighting.

Letting Agents
H.H. & J. Robinson
42 Castle Street, Liverpool L2 7LD. 051-227 4611

Hillier Parker
May & Rowdon

77 Grosvenor Street, London W1A 2BT. Telephone: 01-629 7666

H.Q.

Western Ave., London W3
Warehouse - Office Building

Warehouse 59,000 sq. ft.
Offices 17,500 sq. ft.

For Sale - To Let

JONES LANG WOOLTON Chartered Surveyors
33 King Street, London EC2V 8EE
Tel: 01-606 4060
Telex: 885557

Impressive factory and office FOR SALE 56,000 sq. ft.



Essex Road, N.11
On island site at junction of Essex Road and Pond Rd. Accessible to City, South to east coast, north via M1, excellent Main Line and Underground stations. Premises provide excellent manufacturing, storage space, and executive offices suitable for a variety of trades and uses. Presently occupied by an international cosmetic company.
• Central heating • Concrete floors
• Floor loading between 150-224 lbs. per sq. ft.
• 2 loading bays • Car parking
• 2 goods and 2 passenger lifts
For further information contact the sole agents:

DE GROOT COLLIS

309-310 High Holborn, London WC1V 7LX. 01-831 7681

FOR SALE ENGINEERING FACILITIES GLASGOW WEST

SINGLE STOREY WORKSHOPS WITH EXTENSIVE CRANEAGE UP TO 25 TONS
Total built area 294,000 sq. ft.

Close to container depots, airport, docks, etc. Servicing major international markets.

Illustrated Brochure from Sole Agents:
JAMES BARR & SON
Chartered Surveyors
213 ST VINCENT STREET GLASGOW G2 5QH
Tel: 041-240 3221

Handwritten signature or mark.

Byron House
St. James's Street
LONDON S.W.1
PRESTIGE MODERN OFFICES
SQ 9,300 FT TO LET
Completely redecorated ready for immediate occupation

PRIME INDUSTRIAL CORNER SITE
WEST YORKSHIRE
Being surplus to the Company's current expansion plans and long term proposals the Directors of Bat Joinery Ltd. offer their valuable premises and land known as College Mills, 923 Bradford Road, Batley for sale.

CLASSIFIED COMMERCIAL PROPERTY
A.C. Frost & Co
3, High Street, Windsor, Berks. Telephone Windsor 54555/8.

COMPANY NOTICES
FALCONBRIDGE
NOTICE TO MEMBERS OF THE FALCONBRIDGE COMPANY LIMITED
PREFERENCE DIVIDEND NO. 16 PER CENT SIX MONTHS ENDING 30th JUNE 1977

LEGAL NOTICES
In the HIGH COURT OF JUSTICE
In the Matter of the Companies Act 1967
NOTICE TO MEMBERS OF THE COMPANY LIMITED

Sturgis AND SON-PARK LANE
61 PARK LANE W1Y 3TF • 01-493 1401
NEASDEN, LONDON, NW10
Freehold warehouse investment for sale - net floor area 4,400 sq. ft. - site area 2.13 acres - let to subsidiary of a public company for 30 years from 25.3.77 on a F.R.I. basis at £47,500 p.a.x subject to 5 yearly rent reviews.

FACTORIES AND WAREHOUSES
BEDFORD 17,000 SQ. FT.
FACTORY & OFFICES
LEASE FOR SALE
£8,850 p.a. Rent payable. No premium. Immediate possession.

BUSINESSES FOR SALE
DONNELLY DUBLIN LIMITED
A unique opportunity to secure a major segment of the bacon industry in Ireland is the offer for sale by Donnelly Dublin Limited, a going concern. A market leader, famous for its pork and bacon products for over 50 years, the company operates from extensive premises in the heart of Dublin.

LEGAL NOTICES
In the HIGH COURT OF JUSTICE
In the Matter of the Companies Act 1967
NOTICE TO MEMBERS OF THE COMPANY LIMITED

SAFFRON WALDEN
PRIME SHOP UNIT FOR SALE
(Until recently part of the former Boots shop)
7, King Street, Saffron Walden
Frontage 23ft. 6ins Ground Floor 628sq. ft. nett
Other floors 1288 sq. ft. nett (total)
Freehold with Vacant Possession
By Auction 28th June, 1977

NEW WAREHOUSE TO LET
24,700 SQ. FT.
Prominent frontage to RING ROAD, WORTLEY LEEDS 11.
subject to M62
Fully fitted
Heating and Lighting
Ready for immediate Occupation

FOR SALE BY TENDER AS A GOING CONCERN
On the instructions of Clover Meats Limited.
For sale by tender (unless previously sold)
Entire issued share capital of Donnelly Dublin Limited
on Thursday 14th July, 1977
Tender documents and any further information available from:
Coopers & Lybrand, Fitzwillton House, Wilton Place, DUBLIN 2.
Phone 01-760306. Telex 4258.

LEGAL NOTICES
In the HIGH COURT OF JUSTICE
In the Matter of the Companies Act 1967
NOTICE TO MEMBERS OF THE COMPANY LIMITED

Kingswood House
31-32 Cock Lane, London EC1
Entire refurbished office building 4,415 sq ft to let or for sale freehold
Thomas Deal & Partners 01-4081582
Thorntons 01-2482262

COMMERCIAL SERVICES
PROPERTY APPOINTMENTS
ART GALLERIES
SCULPTURES by Skeels of Cape Dorset, 2nd eleven sculptures of Baker Lake, Daily 10.00. Sat. 10.15. Victoria, West.
GILBERT PARR GALLERY, 285, King's Road, Chelsea, S.W.3. DAVID EVANS, 10, Piccadilly, W.1.
Until July 9, Open Tues. Sat. 9.30-5.30.

VENEZUELAN METALS BUSINESS FOR SALE
Manufacturing Plant in Metal Fabricating now operating with about 150 people serving fast-growing Venezuelan market. Foundry and working equipment located on about 5 acres with 61,000 square feet of office and plant space one hour from Caracas. Excellent opportunity for company to enter Venezuela quickly by buying 100% of going business from U.S. subsidiary at price in low seven figures. Reply on letterhead.
Write Spex F.543, Financial Times, 10, Cannon Street, EC4P 4BY.

LEGAL NOTICES
In the HIGH COURT OF JUSTICE
In the Matter of the Companies Act 1967
NOTICE TO MEMBERS OF THE COMPANY LIMITED

CARLEKEMP PRIORY SCHOOL
NORTH BERWICK EAST LOTHIAN
(Dunblane 23 miles)
Distinguished Institutional Property
With Development Potential
Tudor-style Mansion House, Priory Block, Lodge and Cottage. 18.2 acres.
Suit Headquarters, Training Centre, Residential use, etc.
Some building land.
KENNETH RYDEN and PARTNERS
Chartered Surveyors
Residential Department
33 George Street, Edinburgh EH2 2EN
Telephone: 031-225 4208

WANTED
COMMERCIAL INVESTMENT OPPORTUNITIES
between £15,000 and £50,000 for sale
GILBERT PARR GALLERY, 285, King's Road, Chelsea, S.W.3. DAVID EVANS, 10, Piccadilly, W.1.
Until July 9, Open Tues. Sat. 9.30-5.30.

Litho Printing Business for Sale
General commercial printers in greater London, with modern plant, trade currently £3m. with modest profits and spare capacity.
Write Box T.4661, Financial Times, 10 Cannon Street, EC4P 4BY.

LEGAL NOTICES
In the HIGH COURT OF JUSTICE
In the Matter of the Companies Act 1967
NOTICE TO MEMBERS OF THE COMPANY LIMITED

KNIGHTSBRIDGE
FREEHOLD FOR SALE
Period Office Building with Residential Content
Approx. 20,000 sq. ft.
LAYLESFORD
440 Kings Road, London, S.W.10.
Tel: 01-3512383. Telex: 916048.
Ref: RG.

inlojo
COURT OF LAW CAGLIARI
BANKRUPTCY OF SEDIS - SpA -
Large Typographic Editorial Industrial Estate located in Cagliari, Viale Elmas, Km. 3.400, is sold by public auction. The estate covers an area of 18,212 square metres, which is fenced in, and an adjoining area of 8,938 square metres, and consists of the land, building, plant, furniture and implements, described in detail in the survey report and the inventory. The estimated property described in the auction sale order is not included in the sale.

WEST MIDLANDS
EXISTING PLANT LAYOUT FOR SALE
Within Modern Factory
28,000 sq. ft.
TO LET
Lather, Milling & Drilling machines. Sheet metal machinery. Paints Spraying. Finishing facility with Efficient Plant.
GRIMLEY & SON,
2, St. Philip's Place, Birmingham.
021-236 8236

LEGAL NOTICES
In the HIGH COURT OF JUSTICE
In the Matter of the Companies Act 1967
NOTICE TO MEMBERS OF THE COMPANY LIMITED

FREEHOLD SITE
RICHMOND, Surrey
CLOSE TO TOWN CENTRE & STATION
OUTLINE PLANNING PERMISSION FOR 3,000 SQ. FT. OFFICES
3,000 SQ. FT. SHOWROOMS - 15 FLATS
FOR SALE BY TENDER ON 14th JULY 1977
FAREBROTHER ELLIS & CO.
29 Fleet Street, London, EC4 - 01-353 9344

BUILDING LAND AND SITES
On the instructions of The Receiver
CHESTER CITY CENTRE
OFFICE DEVELOPMENT SITE
1,530 SQ. YARDS
Detailed Planning Permission
Disclosed Reserve £35,000
AUCTION - 12TH JULY, 1977
LIFE ROBINSON
79, Mosley Street, Manchester, M2 3LP.
(061-228 6411)

BUSINESSES WANTED
COMPANIES WANTED
COMPUTER BUREAUX
U.K. Company wishes to purchase a controlling interest in a computer bureau (annual turnover up to £jm.). Please send brief details to:
Box G.153, Financial Times, 10, Cannon Street, EC4P 4BY.

LEGAL NOTICES
In the HIGH COURT OF JUSTICE
In the Matter of the Companies Act 1967
NOTICE TO MEMBERS OF THE COMPANY LIMITED

Handwritten signature or mark at the bottom of the page.

Incorporating THE FINANCIAL NEWS (Established 1884)
Head Office Editorial & Advertisement Offices: BRACKEN HOUSE, CANNON STREET, LONDON EC4A 3DF

The controversy about the uranium club

By DAVID BELL in Washington and STEWART FLEMING in New York

Suarez wins in Spain

SPAIN'S TRANSITION from dictatorship to democracy has gone far more smoothly than most people would have thought possible when General Franco died 19 months ago.

clear signs that this is precisely what the Socialists, under the leadership of Sr. Felipe Gonzalez, were looking for.

Unemployment The next problem facing Sr. Suarez is to provide effective Government, perhaps with a new Ministerial team.

Current balance strong The April trade figures were so remarkably good that the outcome for May looks slightly disappointing in comparison.

EVIDENCE is emerging in the U.S. courts and Congressional committee that the Governments of Canada, France, South Africa, and Australia, together with leading uranium producers such as Rio Tinto Zinc, supported the establishment of a uranium producers cartel or club in 1972.

The purpose of the cartel was to fix minimum prices and quotas. The U.S. was to be excluded from the impact of the cartel, although it was not involved in its formation.

First evidence of the existence of the cartel began to emerge a year ago, when an Australian environmental group obtained what it claimed were internal memoranda of the Mary Kathleen Uranium company, which, it was alleged, outlined the workings of the arrangement.

Westinghouse Electric, which builds nuclear power stations, last year mounted its own attack through the U.S. courts, arguing that the cartel had forced up the price of uranium and contributed to potentially disastrous losses of \$2.5bn.

Italyans enquire in the City The most potentially enlightening part of a two day visit to the Stock Exchange and other City institutions by members of the Italian Senate Committee of Enquiry on the Italian Stock Exchange could come this afternoon when they visit Hambros.

MEN AND MATTERS

quoted companies. But tackling these problems is fraught with all kinds of political and economic complications. Which is why the senators and stock exchange experts...

Legal history Judge Robert Merhige of the U.S. district court for the Eastern District of Virginia, who spent most of yesterday hearing evidence on the alleged Uranium Cartel at the U.S. Embassy in Grosvenor Square...

Benefit of clergy THE erosion of pay differentials is not only a highly charged subject in British factories—it also promises to become a major point of controversy at the forthcoming General Synod of the Church of England.

chairman, Mr. Jerry McAfee. Government had already been, meeting' was attended by Energy Commission (CEA) Uranium Canada (UCAN) and Eldorado Nuclear (both should be Mr. André Pettit—

Mr. McAfee, while president of Gulf Oil Canada, was 'advised' of the involvement of a subsidiary, Gulf Minerals

THE URANIUM INSTITUTE

BY DAVID FISHLICK

THE URANIUM Institute came into existence two years ago this month, as a think-tank set up to study questions of uranium supply and demand. The uranium producers had discussed the idea of some such forecasting body for about 15 years, but it was given urgency by the OPEC oil price increases of 1973 and the expected surge in demand for uranium.

To set up the institute, Rio Tinto-Zinc and a group of Australian, Canadian, French and South African uranium producers recruited in 1974 Mr. Terry Price, a nuclear physicist and former government scientist who, in the 1960s, had set up a think-tank for the Ministry of Defence.

Facing with the spectre of U.S. anti-trust law, U.S. producers promptly lost interest. They are sitting on 50 per cent of the world's uranium reserves. Producers outside the U.S. began to think hard about the advantages of having their customers in the think-tank.

Canada, in the cartel. Gulf is stressing that Mr. McAfee was not involved in any of the cartel's meetings. The release of the documents in Washington and the testimony which the oversight subcommittee of the House commerce committee is now taking about the operation of the cartel follows over a year's work by the subcommittee.

By 1975 it was rapidly becoming apparent that the need for a cartel was wanting as the price of uranium on world markets rocketed. According to the Gulf memorandum the price rose on the spot market from \$6.50 in December 1972 to \$15 in December 1974, \$35.20 in December 1975, and \$41 in September 1976.

Mr. Ediger says that he expressed concern about being represented at Mr. Austin's meeting of Canadian producers on February 15, but he did attend. Mr. Ediger's memorandum then reports that Mr. Gordon McNabb, now a Canadian Deputy Minister, and president of UCAN, reporting on the Paris meeting on February 7 and 8, recorded that those present agreed that from 1972 to 1977 supply would outrun demand "by at least four times."

Another key document which the Washington committee has disclosed is a Canadian memorandum summarising a meeting of international uranium producers in Paris on April 30 and 21, 1972, written by Mr. J. C. Runnalls, now Executive Vice President of the Government-controlled UCAN.

It lists as present at the meeting representatives of Uranex (France) Nufcor (South Africa), RTZ, Rossing and Palabora Electrolytic Zinc of Australia, EZ Company, Feko Wallend, Ucan, Denison Mines, Rio Algom, Eldorado Nuclear, Gulf Minerals, Canada and a representative of the French Atomic Energy Commission. It is clear from the documents that there were differing views on implementing the agreement, including those expressed by Gulf Oil.

The memorandum reports that at one stage after much argument and little agreement Mr. R. Wright of RTZ remarks that "The meeting has reached the stage where it would gladden the hearts of all utility executives." According to the memorandum agreement is reached in a preliminary way that there will be no fixed price bids after 1973 but only reference to the prevailing world market price, no bids for uranium delivery beginning after 1973, and present bids would run until expiry, Johannesburg as selected as the site for the next meeting which takes place on May 29 and 30.

In Johannesburg an operating committee for the cartel is set up, and the Washington documents contain an account of a meeting of this committee in a viable entity, it would be in July 1972. These notes necessary to delineate where the uranium agreement should be of its strength as a prelude to set up inside the French Atomic eliminating it once and for all."

"Take it steady."

This is no time to take risks with your capital.

The Leicester Building Society has the size and the experience to give you and your money complete security.

Obviously the interest varies from scheme to scheme, but it is never less than first-rate.

Call at any Leicester branch office and find out which of our savings and investment schemes are best for you.

Ask our staff. They will be very glad to help you choose.

An account with the Leicester gives steady income and peace of mind.

Isn't that what you're looking for?

Join the Leicester investors Assets exceed £950 million. 135 branch offices throughout the U.K.

Leicester Building Society Chief Office: Oadby, Leicester, LE2 4PF For local office addresses - see telephone book.



"The PM is livid! He says to preserve political balance we should have appointed a Tory!"

Handwritten signature or scribble at the bottom of the page.

Tate & Lyle unlikely to show growth

ANY PROFITS growth for Tate & Lyle in the current year, says Mr. David Hardy, finance director, said yesterday that after eight months, indications were that certain of the group's activities would not perform as well in the second half as they had in the first.

This seems to suggest that the group will not now match last year's pre-tax profit of £52m.

Operating for the half year ended March 31, 1977, ahead by 16.8 per cent to £28.4m, but after charging considerably higher interest and central expenses the pre-tax balance emerges 3.2 per cent lower at £24.7m.

The figures reflect not only additional interest charges but loss of interest on previous bank deposits. It is anticipated that it will take around three years for the current level of debt to subside to previous levels.

A large part of the increase reflects last year's take-over bid for rival cane sugar refiners Manbré and Garton which cost Tate around £50m. There has also been a substantial increase in the working capital requirement which takes in higher sugar and other commodity stocks.

By the end of the current year, Mr. Hardy says, the group will have committed £17.5m in terms of capital expenditure over a period of two years.

Mr. Simon Tate, the chairman of the executive committee, said that he did not share the general feeling of increased optimism for next year and that he expected a higher rate of inflation and difficult trading conditions throughout the year.

On the subject of worker participation Mr. Tate said that "We can well do without such things as the Bullock Report which keeps getting in the way."

Referring to Manbré, he said the only major problem encountered was at the Garton factory in Batterssea which, he said, "did not come up to Tate & Lyle standards". The merger of the two companies is likely to result in the loss of some 1,000 jobs all told, though it is anticipated that this will be achieved over a period of years largely through natural wastage.

Regarding the group's foothold in the U.S. sugar refining industry, Mr. Tate says the capital cost was small but starting costs and re-establishing market position has meant losses which will continue until market share is regained. The future contribution from overseas refining was cut from £1.5m to £0.4m.

As regards the commodity handling division, Mr. Hardy says that the group will have committed £17.5m in terms of capital expenditure over a period of two years.

Mr. Hardy says that the group's earnings for the year are expected to be around £25m, compared with £1.4m in 1976-77.

An interim dividend up from 2.5p to 2.75p has already been declared in respect of 1976-77—the total for the previous year was 11.81p paid from record pre-tax profits of £25.5m.

At the attributable level profits in the half year came through at £13.5m, against £17.2m producing earnings per £1 share of 28.3p compared with 31.4p.

At the attributable level profits in the half year came through at £13.5m, against £17.2m producing earnings per £1 share of 28.3p compared with 31.4p.

At the attributable level profits in the half year came through at £13.5m, against £17.2m producing earnings per £1 share of 28.3p compared with 31.4p.

Godfrey Davies record

THE FORECAST of a marked increase in pre-tax profit for the year ended March 31, 1977 at Godfrey Davis turns out to be from £12.3m to £24.4m—a record.

At half-time the outcome was £14.2m, compared with £1.2m. Earnings for the year are shown to be up from 11p to 11.7p per 25p share; a net final dividend of 2.28882p lifts the total from 2.721756p to 2.993822p.

1976-77 1975-76

Turnover	6,012	6,725
Export duties	2,440	1,530
Pre-tax profit	1,862	1,280
Tax	444	1,280
Profit	1,418	1,280

The basis of providing for deferred tax has been revised during the year, to bring it into line with the provisions of exposure drafts issued by the Inland Revenue. The effect of this revision has been a reduction in the provision for deferred tax at April 1, 1976 amounting to £4.2m. An amount of £4.6m has been deducted from the retained earnings of this sum. £22,000 is reflected in a reduction of the tax charge for the year ended March 31, 1977 and the year ended March 31, 1976. In addition, £1.1m is added to the retained profits at April 1, 1976, and £75,000 has been credited to the reserve at April 1, 1976—£96,000 has been deducted from goodwill.

As a consequence of this revision, the tax charge on the results of the year has been reduced, compared with that which would have been made under the policy previously adopted and that of the preceding year has been substantially reduced.

Hill Samuel Group A creditable performance in difficult conditions

Highlights of the year by the Chairman, Sir Kenneth Keith

This has not been an easy year for our Group, because of the environment in which we have had to operate. Inflation has continued apace and overall demand for bank lending has remained sluggish; these conditions have had their inevitable effect upon costs and income.

In all the circumstances, I believe that your Group performed with credit. We have maintained a strongly viable business in all our main areas. We have continued our international expansion, which I am sure will produce benefits in future years. We have once again demonstrated the value of having a wide spread of business activities, which has ensured a general overall protection for profits. The increased profits of Hill Samuel Insurance & Shipping during the past year almost made up for the decrease in merchant banking profits. This wide spread of activities should ensure both stability of performance and quality of earnings in future years.

Results for the year to 31st March 1977

Sources of profit - after tax	1977 £000	1976 £000
Merchant Banking	4,898	5,436
Banking*	4,206	4,301
Investment Portfolio	191	600
Investment Management	501	535
Insurance and Shipping	3,045	2,590
	7,943	8,026
Less:		
Loan interest payable	1,231	1,042
Profit before extraordinary items	6,712	6,984
Extraordinary items†	821	(131)
Group profit for the year (after tax and extraordinary items)	7,533	6,853

* after transfer to reserve for contingencies.
† including exchange differences but after a transfer to banking reserve for contingencies of £1.75 million in 1977 only.

Merchant Banking

Loan demand remained weak and because of this and the results of some overseas subsidiaries, profits did not equal last year's record levels. Investment banking, however, had an extremely busy and successful year with operations undertaken for a wide spread of corporate clients both in the United Kingdom and overseas. Project Finance had a record year with the total of loans arranged up by 59%.

The outcome of the year for Hill Samuel Investment Management was satisfactory with total funds under management increased to over £1.2 billion. The continued expansion bodes well for the future.

Insurance and Shipping

Lowndes Lambert Group increased its pre-tax profits in insurance broking and employee benefits by 39% to £4.68 million. Lambert Brothers Shipping showed pre-tax profits from shipping services of £1.15 million, which were not far below last year's record levels, a most satisfactory result in view of the weakness of almost all international shipping markets.

Alpine cuts dividend

IN LINE with the forecast of lower results, pre-tax profit of Alpine Holdings dropped from £0.7m to £0.5m in the first half week to end January, 1977, and the dividend is being cut from 1.95p to 1.65p net, with a final dividend of 0.8125p.

The directors said in May that while trading in the second half shows a marked improvement over the first half (£0.5m to £0.7m), profits for the full year would be somewhat less than that achieved in the previous 12 months. They were announcing that James Goddard Associates had acquired a 15 per cent interest in Alpine.

At the time Mr. J. Goddard, chairman of JGA, became non-executive chairman of Alpine.

For the year stated earnings per 5p share were 1.54p, compared with 1.55p.

Alpine (Double-Glazing) Company achieved a substantial profit in the second half, although the contribution for the year as a whole is somewhat less than for 1976. Retail selling through about 30 Debenham stores was introduced in September and although present indications are encouraging it is too early to anticipate its future success, say the directors.

Alpine's profits for the year have been materially reduced by substantial losses incurred by Alpine Windows due principally to the

to the acutely difficult trading conditions being experienced by the construction industry. Alpine Windows' pre-tax loss amounted to £284,000, of which about £65,000 represented additional costs relating to contracts completed in prior years. Action is being taken to minimize future losses in this activity, they say.

Both Alpine Dressline, which sells and installs fitted bedroom furniture, and Alpasil, which supplies and fits vehicle air conditioning, made useful contributions to group profits in the year. Since the end of the year Alpine has sold 51 per cent of its wholly-owned subsidiary, Alpasil, to a consortium of three companies, including the parent company's main management.

This acquisition, Century Aluminium Company, has produced a significant profit contribution, and the new associate company in Tebbin, Ontario, contributed to profits for the first time. The directors are confident of the potential of both investments.

Profits for the year are subject to an abnormally high tax charge. This is due to a number of non-allowable items which will not recur in the current year.

They report that the strong liquidity position at January, 1977, has been eroded by increased working capital. However, the group has adequate cash resources for the foreseeable future.

They believe that the present growth in the home improvement market will continue and that Alpine, through its double glazing and replacement window activities, is well placed to benefit. It is intended in due course that Alpine will expand into complementary activities in the area of home improvement through internal development or acquisition.

1976-77 1975-76

Turnover	2,500	2,500
Direct selling	1,917	1,230
Refined loss	209	132
Other activities	132	132
Share assoc.	113	113
Making	204	204
Finance	100	100
Net profit	69	1
Extraord. debit	69	1
Minority	1	1
Attributable	69	1
Interim div.	21	21
Final div.	21	21

* Excluding associates and including exports £17,411 (£17,430). † Losses and costs after tax relating to the disposal of former subsidiaries and retail shop business. ‡ After charging minority costs of approximately £8,000 relating to the disposal of the business.

Debenham's £22m. issue explained

REFERRING TO the recently announced rights issue to raise £22m., Sir Anthony Burney, the chairman of Debenham's, says that this is necessary because of the company's development has absorbed internally generated cash resources, and there is a need to enlarge the capital base and reduce short-term borrowings. The accounts show that unsecured borrowings in the year to January 29, 1977, rose by £9.7m. to £53.5m.

Sir Anthony also says that it is no good increasing sales if the additional cash flow generated is all absorbed into working capital. The statement of source and application of funds shows that the rate of increase in working capital fell from £20.91m. to £17.33m., including an increase in creditors of £18.97m. compared with £3.83m. Cash and bank balances improved by £1.97m. against £0.1m.

Pre-tax profit in the year under review advanced from £18.51m. to £20.45m., on sales net of VAT of £275.55m. compared with £269.94m. (as reported on May 31). Of the increase in sales, Sir Anthony says that it is evidence that the company has succeeded in recapturing part of the market from competitors. The bulk of profits arose in the department store division, which accounted for some 71 per cent of turnover, he reports.

The company continued to promote trading during the year, and sales under the various credit terms offered increased by 36.2 per cent to £255m. Sir Anthony says. Debtors have increased by some £1m. and in order to ease the resulting pressure on cash resources the company has negotiated an agreement with its bankers whereby, subject to general approval, 80 per cent of its debtors are financed by means of a three-year rolling loan account.

Sir Anthony reports that the development programme continued during the year. New stores are to be opened at Stirling, Swansea, and Mansfield, and plans have been agreed for the complete redevelopment of the main site at Ipswich.

Store departments had been opened in some 27 of the company's stores by the end of 1976, and it is hoped to raise this to 35 by the end of the current year, members are told. This would make the company the latest distributor of sports goods in the country.

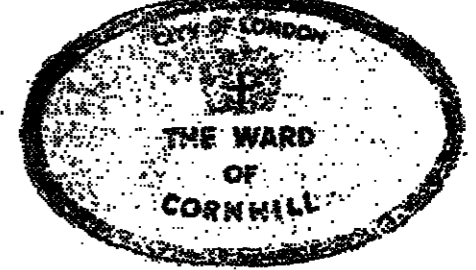
Meeting, Wigmore Hall, W., July 14 at noon.

FOR INTERNATIONAL VALUATIONS, THERE'S NO PLACE LIKE HOME.

64 Cornhill, EC3, home of Richard Ellis, may indeed be many thousands of miles from Argentina, Nigeria, India or the USA. But for many UK based companies with property assets in these locations, and many other places also, it is to this address that they have turned for their property valuations.


We act on their behalf to provide fast, accurate and informed data, and present it in a way that UK commerce and financial institutions require and understand.

We base this on our experience of overseas situations and our intimate knowledge of all aspects of property, as well as our appreciation of UK company and accounting requirements.



Richard Ellis, 64 Cornhill, London EC3V 3PS. Tel: 01-283 3090.

Richard Ellis Chartered Surveyors



Real Growth in our Centenary Year

Highlights of the Chairman's Report:

- Sales at home and abroad have increased by 20.2%, about one third of which represents real growth in volume, and group profit before taxation increased by 26.3%.
- While the worst of the recession seems to have passed, inflation in the UK remained high and government measures have not allowed the economy to expand. The outlook is still quite unsettled. Against this background our performance has been reasonably satisfactory.
- Counter sales at Boots the Chemists increased by 19%. We have maintained our high level of capital investment in new and modernised shops, and this year it amounted to £23.1m (1976: £21.1m). 34 new shops were opened bringing the total to 1,247 branches.
- Our overseas subsidiaries had a very good year, with sales of £44m, an increase of 33.9%, whilst pre-tax profits at £9.5m showed an increase of 56%. These, together with profits from exports, account for 28% of total group profits.
- While we are hopeful that our domestic economy will improve and believe that there is still a lot of scope for our retailing operations in this country, we take the view that we should build for the future on a broader international base. Thus the three important developments - Tamblins in Canada, Rucker in the USA and Technochemie in Germany provide good bases for further development.

Salient Figures for the year ended 31st March:

	1977 £m	1976 £m
Sales (excluding VAT)	735.0	611.2
Profit before taxation	91.1	72.2
Taxation	47.9	35.9
Profit after taxation	43.2	36.3
Profit attributable to shareholders	42.4	35.7
Dividends:		
Interim paid of .9745p per share	3.4	3.2
Second interim declared of 1.7081p per share	6.1	5.5
Provision for third interim of .0525p per share	2	

Copies of the Report and Accounts are available from the Secretary, The Boots Company Limited, Nottingham NG2 3AA.

MONEY MARKET

Moderate assistance

Bank of England Minimum Lending Rate 8 per cent. Day-to-day credit was in short supply in the London money market yesterday and the authorities gave assistance by buying a moderate amount of Treasury bills from the discount houses...

Table with columns: June 16 1977, Sterling Certificates of deposits, Interbank, Local Authority deposits, Finance House deposits, Company deposits, Discount market bills, Treasury bills, Eligible Bank Bills, Fine Trade Bills.

Local authorities and finance houses set 7 days' notice others seven days' fixed. Rates normally three years 10-12 per cent, five years 11-13 per cent, five years 13 per cent Bank bill rates in table are buying rate for prime paper.

Guinness ahead but warns on second half English China 32% ahead

IT IS now becoming clear that it will be difficult for Arthur Guinness Son and Company to match last year's profits of £38.31m. The company's increase of £2.2m to £37.1m for the 24 weeks to March 31, 1977, says Mr. E. A. McNeill, joint chairman. The factors which particularly helped the company in the second half of last year have not recurred, he adds.

EXTERNAL SALES for the half year ended March 31, 1977, English China advanced from £22.7m to £35.5m and pre-tax profit rose by 32 per cent to £13.0m.

Lonsdale 30% higher at midway

Mr. Norman Ramseyer, chairman, says he expects the progress towards a material improvement in profits for the full year to be maintained, although the Board is still dissatisfied with results from the retailing and board packaging sectors.

EXTERNAL SALES for the half year ended March 31, 1977, English China advanced from £22.7m to £35.5m and pre-tax profit rose by 32 per cent to £13.0m. The Sekonda brand took further steps forward with sales of over 100 units in 1978...

Philip Hill Investment confident

Sir Kenneth Keith, chairman of Philip Hill Investment Trust, says the company continues to have every confidence in its improving world economic scene and looks for a more rapid improvement in the U.S. than elsewhere.

Mitchell Somers up £0.7m

ENGINEERS and forgers, Mitchell Somers, lifted pre-tax profit by 50 per cent to a record £2.1m for the year ended April 2, 1977, and turnover by 20 per cent to £14.06m.

Confidence at Time Products

In his last annual review Mr. Alexander Marquies, the chairman of Time Products, says he is handing over the chairmanship with the greatest confidence in the group's future.

Cocksedge rises to £400,667

Structural and mechanical engineers and steel stock holders, Cocksedge Holdings, reports turnover up from £2.74m to £3.05m for the year to March 31, 1977, and an advance in pre-tax profits from £203,837 to £400,667 after £22,690 in taxation.

FPA CONSTRUCTION GROUP LIMITED

Main points from the Statement of the Chairman, Mr. B. J. Ward. Improvement in profitability of the Group has continued throughout the year. Results achieved considered satisfactory and a base on which to build an improving profit record.

AUTOMOTIVE PRODUCTS LIMITED

Year ended 31st December (2000's) 1975 1976 Turnover 100,232 127,030 + 27% Profit before tax 5,111 8,966 + 75%

Continued growth expected

Marked improvement reported at half-year continued strongly through second half. Direct exports up 30% at £26.6 million. Total exports now 39.2% of Group turnover.

LOCKHEED BRAKES, BORG & BECK CLUTCHES, LOCKHEED STEERING & SUSPENSION, A.P. FILTERS, A.P. SILENCERS AND A.P. AUTOMATIC TRANSMISSIONS.

A CONTINUED STRENGTHENING OF OUR TRADITIONAL OPERATIONS...

Extracts from the 1976 Statement to Stockholders by Mr D.K. Newbigin, Chairman and Senior Managing Director, Jardine, Matheson & Co., Ltd. The Annual General Meeting was held on 16th June, 1977.

IMPROVED RESULTS

Jardines continued to show improved results in 1976 and both earnings and stockholders' funds increased to record levels. Consolidated net earnings after tax and minority interests for 1976 amounted to HK\$301.5 million, 13.6% more than in 1975.

Table with columns: 1975 HK\$, 1976 HK\$, 1976 \$. Earnings after tax, Earnings per stock unit, Dividends per stock unit, Stockholders' funds.

Cash flow ran at a high level during the year. The short term cash position continued to be satisfactorily in surplus with HK\$187 million at the year end. Term debt increased by a net HK\$60 million to HK\$1,240 million and the second HK\$250 million of two equal tranches of Convertible Subordinated Unsecured Loan Stock was received in June 1976.

REVIEW OF OPERATIONS

We have continued to concentrate on achieving a more even spread of maintainable earnings. Hong Kong again contributed 49% of our net earnings and significantly increased results were achieved throughout the Group in our traditional trading, industrial and service activities.

Jardine Industries Ltd, our publicly quoted subsidiary which incorporates many of our light industrial interests, achieved a 17.5% increase in earnings.

Outside Hong Kong, the principal expansion of the Group's interests during 1976 took Jardines into a new geographical area, through our acquisition of 25% of the capital of Transporting and Trading Company Inc. (T.T.I.), a Liberia registered affiliate of the Olayan group.

The initial payment of US\$35 million, of which US\$25 million has been paid into T.T.I. as new capital, was made on 1st September, 1976. We have an obligation for additional payments over the period 1977 to 1979 inclusive, subject to agreed profit levels being achieved.

T.T.I.'s unaudited earnings for 1976 were ahead of the results anticipated when our investment was made and 1977 has started well. We believe our partnership with the Olayan group will prosper and that it offers excellent opportunities for participating in the economic growth of the Middle East.

During the year we continued our policy of entering into joint ventures with specialist partners. In Hong Kong, Barclays Bank International Ltd became our partner in Jardine Barclays Ltd (previously named Jardine UDT Ltd). This company provides consumer finance through two local joint ventures.

finance, banking and investment management. In December 1976, agreement was reached with Diamond M Drilling Company of Houston, Texas, to manage the drillship in which we have a substantial minority shareholding through Jardine International Petroleum Ltd and the drillship is now operating in the Far East.

Our established business in the China trade continued satisfactorily. In Japan, very encouraging results were achieved. In South East Asia, our publicly quoted subsidiary, Jardine Matheson & Co. (South East Asia) Ltd, suffered an 18.7% decline in earnings, principally due to greatly reduced oil exploration activity in the region.

In the Philippines, our subsidiary, Jardine Davies Inc., became publicly quoted on the principal Philippine stock exchanges in September 1976. This company had a downturn in profitability during 1976 - partly due to the effect of the low sugar price - and also incurred a substantial non-recurring loss in one of its subsidiaries.

Despite a substantial official devaluation of the Australian dollar, Jardine Matheson Australia Ltd and our other associated Australian interests achieved good growth.

In Fiji, our operations performed satisfactorily. In Southern Africa, Remmie Consolidated Holdings Ltd experienced slightly lower results in difficult economic conditions.

Theo. H. Davies & Co., Ltd in Hawaii had a difficult year due to the depressed sugar price but the effect of substantial capital investment is apparent from very competitive production costs now being achieved.

Matheson & Co., Ltd in the United Kingdom had a very good year, largely due to the results of its shipowning division. Matheson's wholly owned subsidiary, Reunion Proprietary Company Ltd, also had a good year with an improved contribution. Banking activities had a satisfactory year and the insurance broking operations were strengthened by the acquisition of Pickford Dawson & Holland Ltd.

Table with columns: Stockholders' funds %, Earnings % 1975 1976 1975 1976. Hong Kong, North East Asia, South East Asia, Australasia and Oceania, North America, Europe, Middle East, Southern Africa, Trading and light industry, Service activities, Financial services, Natural resources, Property.

FUTURE PROSPECTS

Looking to the future, we have confidence in the Group's prospects. In the short term, we anticipate that earnings and dividends in 1977 will again increase whilst we continue to develop a well balanced business, able to absorb any variances from the more volatile aspects of our activities such as commodity prices.

D.K. Newbigin, Chairman Hong Kong, 19th April, 1977

JARDINES Jardine, Matheson & Co., Ltd, Connaught Centre, Hong Kong

Handwritten note in Arabic script: كذا هو الاجل

Lee Cooper more than doubled

MANUFACTURERS AND distributors of jeans etc. Lee Cooper Group reports pre-tax profit of £2.5m for the year to March 31, 1977. At halfway the rise was from £931m to £1.65m net profit. The final dividend is 1.65p net effectively lifting the total from 1.65p to 2.477p per 25p share.

MINING NEWS

Mount Newman defers expansion plans

BY KENNETH MARSTON, MINING EDITOR

THE UNEXPECTEDLY slow recovery in Japan's steel industry, which is the major customer for the Western Australian iron ore producers, has now resulted in the deferment of Mount Newman's plans to upgrade its overburden.

GMK capital plan approved

THIS CAPITAL reconstruction of Gold Mines of Kalgoorlie has been approved by shareholders, which include Western Mining with a 31.7 per cent stake, and now awaits court approval.

NSW coal dispute

COAL companies in New South Wales are upset at a decision by the State Government to site a modern new coal loader at Port Kembla, south of Sydney.

ASA builds up coal interests

The Johannesburg investment concern, ASA, which provides a vehicle for U.S. investment in South African shares, has continued to build up its investment in coal and manganese interests.

Mining briefs

COKEING RIO TINTO MALAYSIA - Sri Lanka May production 1984 tonnes. SAINT PIRAN - Production for May.

Sumrie Clothes profitable in second half

Sumrie Clothes returned to profitability in the second half of 1977, with a pre-tax balance of £119,000. This left the group for the year ended April 2, 1977, at £93,000, compared with £146,000 in the previous year.

Titanio, S.A.

U.S. \$10,000,000

5 year floating loan

Severally guaranteed by Union Explosivos Rio Tinto, S.A.

and Tioxide Group Limited

Managed by

Banco de Bilbao and Barclays Bank International Limited

Provided by

- Banc Internacional de Andorra, Banca Mas Sarda, Banco de Bilbao, Canadian Imperial Bank of Commerce, The Royal Bank of Canada, Banco Arabe Español, Barclays Bank International Ltd., Iran Overseas Investment Bank Ltd.

Agent

Banco de Bilbao

Nationale-Nederlanden



1976: A year of continued expansion and good results

The Group's results for 1976:

Table showing financial results for 1976 and 1975 in Dfls and US\$ millions. Includes turnover, profit, assets, and dividends.

Net profit per share rises from Dfls 14.73 (adjusted for the value of the rights in connection with the 1 for 10 share issue in 1976) to Dfls 15.80.

In the United Kingdom: The Orion Insurance Company Limited reports: Continued progress despite a difficult underwriting background.

The Life Association of Scotland Limited had a record year for new business, outstripping the market average.

Copies of the Annual Report, in English, can be obtained from The Secretary, The Orion Insurance Company Ltd., 70-72 King William Street, London EC4N 7BT.

AMAX RAISES MORE CASH

The U.S. mining house, Amax, has made arrangements to sell \$100m. (£58.1m.) worth of 71 per cent Series C preferred stock to institutional investors.

The proceeds of the sale will be used to fund the group's capital expenditure programme, which includes the expansion of coal and molybdenum production.

HARMONY FIRE

The underground fire which was discovered on Friday in the No. 2 shaft area at Harmony Gold is being contained.

Laganvale Estate

A policy of letting the group's remaining properties and the directors expect the income from these will substantially cover finance charges during the year ended April 30, 1978.

For the half year ended October 31, 1976 the company reports a loss of £89,062 (£96,909), after bank interest and charges of £106,045 (£93,373).

ASANI CHEMICAL INDUSTRY CO. LTD. (Asahi Kasei Kagaku Kaisha Ltd.) has announced that it has received a licence to manufacture certain products.

BANK OF AMERICA World Value of the Dollar

Table showing world value of the dollar with columns for Country, Currency, and Value of DLR.

Table showing world value of the dollar with columns for Country, Currency, and Value of DLR. This table is a continuation of the previous one.

Handwritten Arabic text at the bottom of the page.

APPOINTMENTS



B.A.T INDUSTRIES LIMITED

Head of Group Internal Audit

- BASED at the London Headquarters. World-wide interests are of a size and variety to provide opportunities to develop new approaches to corporate control problems.
AS Head of Group Internal Audit, the task is to report on the effectiveness of control procedures throughout the Group, to provide advice to the audit services of the operating divisions and to co-ordinate their work.
THE role calls for a qualified accountant, probably a graduate, with relevant experience in large-scale audit work, obtained either at the centre of a multi-national company or in a leading international accounting firm.
PROBABLY under 40, those matching the requirements will be already earning a five-figure salary.

Write in complete confidence to Dr. R. F. Tuckett as adviser to the Group.

TYZACK & PARTNERS LTD 10 HALLAM STREET LONDON W1N 6DJ 12 CHARLOTTE SQUARE and EDINBURGH EH2 4DN

PRODUCTION DIRECTOR DESIGNATE

Aged 35-45 £10,000 + car

British-controlled group manufacturing high quality rubber products with a \$8 million turnover seeks a Production Director Designate to become a key member of its top-management team.

Candidates will be likely to hold science degrees and/or engineering/chemical engineering qualifications. However, formal qualifications are secondary to successful experience of plant management in the rubber or other industries.

For a fuller job description male or female candidates should write to W. T. Agar, John Courtis and Partners Ltd., Selection Consultants, 78-Wigmore Street, London W1H 9DQ, demonstrating their relevance briefly but explicitly and quoting 2012/PT.



FINANCIAL TIMES ASSISTANT MARKET RESEARCH MANAGER

The Financial Times requires an experienced Market Research Executive to design and plan research for the company's sales and marketing programmes.

We are seeking, essentially, a person experienced in handling all stages of survey production, programme design for computer analysis and attitude research.

The successful applicant will be required to discuss research programmes at all levels within the Financial Times Group.

Salary will be negotiable, up to \$6,000 per annum.

Please write enclosing full c.v. to:

Personnel Department, Financial Times, Bracken House, 10, Cannon Street, London, EC4P 4BY.

STOCKBROKERS REQUIRE KEEN INTELLIGENT CLERK

for busy dealing desk. Good opportunity for right person. Some experience a help. Salary negotiable. Write Box A.5980, Financial Times, 10, Cannon Street, EC4P 4BY.

PROPERTY APPOINTMENTS

Commercial Investment Negotiator

with drive and enthusiasm, to fill a senior post.

The ability to work without supervision is essential, as is a sense of humour.

Salary and benefits are open to negotiation.

Please write or telephone in confidence to:

Richard Catling ARICS

Chestertons Chartered Surveyors Commercial Investments 75 Grosvenor Street London W1X 0JW Telephone 01-499 0404

Marketing Director

£12,000-£14,000 p.a.

Chemical/Process Industry

This is probably one of the most challenging briefs in the U.K. chemical industry and it provides a unique opportunity for an outstanding individual to join the management team of a successful international company.

Requirements are for a top professional manager (male or female), with a technical degree (ideally chemistry or chemical engineering) with substantial marketing management experience and the personality and leadership qualities necessary to ensure impact in this professionally managed international company.

The key to future growth is the ability to harness the application of developing technology to aggressive marketing. The Marketing Director will therefore assume responsibility not only for marketing and product management activities but also existing applied research and development activities.

Please write, in the first instance, with relevant career details to J.W.C. Bull at Bull, Holmes Ltd., 45 Abchurch Lane, London W1X 3PE quoting ref. no. 447 on your letter and envelope. Our client guarantees applications will be treated in strict confidence.



INTERNATIONAL APPOINTMENTS

ACCOUNTANT BERMUDA

Major Insurance Group requires a Chartered Accountant for their Bermuda office. Excellent conditions of service. Three-year contract.

Age group 27-33 years. SALARY \$18,000 PER ANNUM Please telephone in confidence. Eileen Miller or Trevor James L.F.S. Group 01-588 5782

WANTED

SUCCESSFUL EXECUTIVE (33) Frustrated by Lack of Challenge

Seeks a broader spectrum of responsibility Offers in-Depth experience of: COMPUTERS, ADMIN., MANAGEMENT SERVICES, PROFIT-BUDGET CONTROL

LIBYAN ARAB REPUBLIC HIGHER INSTITUTE OF TECHNOLOGY BRAK

The Higher Institute of Technology has openings for Medical Technologists, Food Technologists and Environmental Scientists.

Applicants should have an M.Sc. degree and/or Ph.D. degree; experience is preferable. Selected candidates will be required to teach in the following fields:

- 1. Human Physiology, Anatomy, Parasitology, Haematology.
2. Molecular and Cell Biology.
3. Clinical Biochemistry, Medical Physics, Radiology.
4. Insect Vectors, Tropical and Preventive Medicine.
5. Clinical Microbiology.
6. Insect and Reptilian Venom, Toxicological Control.
7. Histology.
8. Animal Physiology.
9. Animal Husbandry.
10. Food Technology.
11. Food Process Control.
12. Food Chemistry, Nutrition and Dietics.
13. Environmental Analytical Science.
14. Biology.
15. Biostatistics.
16. Chemistry.

Media of instruction is English Language. Salaries Range:

Table with columns: Rank, Salary (From To), Increments, No. of increments. Rows include Professor, Associate Prof., Assistant Prof., Lecturer, Assistant Lect.

Plus free fully furnished accommodation. Applications giving details of qualifications and experience should be sent to: The Dean, Higher Institute of Technology P.O. Box 12041 Tripoli LIBYAN ARAB REPUBLIC

Director U.K. Investment Management

A private financial services company seeks a director to head its U.K. investment management operations. The position will carry responsibility for both setting investment management policy and expanding the company's investment clientele.

The initial salary, depending on experience and capability will be between £12,500 and £17,500 per annum. After a period the company would be prepared to offer equity.

Write Box A5987, Financial Times, 10 Cannon Street, EC4P 4BY.

INTERNATIONAL APPOINTMENTS

FOREIGN EXCHANGE DEALER - BAHRAIN

Applications are invited for an appointment as a dealer in the Bahrain Office of a MAJOR INTERNATIONAL BANK

The requirements are for a proven ability and experience in all aspects of Foreign Exchange dealing at a senior level with a London based or important overseas banking organisation. The major company benefits include:

- 1) Free accommodation, utilities and servant allowance
2) Free leave air travel for staff member and family
3) One month's home leave after completion of twelve months' work
4) Free medical insurance for staff and immediate family
5) Salary free of tax, there being no tax in Bahrain

The contract would be initially for two years, thus with annual leave would run to 26 months. Applications will be treated in confidence and should be submitted in writing giving full details of present experience to:

BOX NO. A.5989 FINANCIAL TIMES 10 CANNON STREET, EC4P 4BY.

A.C.A. INTERNATIONAL 25,000 PLUS EXPENSES PLUS TAX CONCESSIONS Newly qualified person required by U.S. electronics company to travel throughout Europe. This is a 2-year career assignment with progression to a European-based management position thereafter.

THE FIRST NATIONAL BANK OF BOSTON FRANKFURT CHIEF DEALER-CHEFHAENDLER

Gesucht für unsere Filiale Frankfurt mit voller Verantwortung für den Devisen- und Geldhandel. Voraussetzungen: Erfahrung mit U.S. Bank erwünscht. Alter zwischen 35-45 Jahre, Gehalt nach Vereinbarung.

Bitte schreiben Sie an: Mr. G. I. Platt Vice President & General Manager 6 Frankfurt/Main 1 Postfach 2825 oder: Mr. G.N.H. Furland Vice President & FX Manager 5 Cheapside London, EC2P 2DE



TWO REINSURANCE DIRECTORS 1. AFRICA/MIDDLE EAST 2. FAR EAST

Highly successful and expanding Spanish reinsurance company offers appointments for two professional reinsurers. We require exceptional commercial, sound experience acquired through visits to these markets, fluency in Spanish and French considered as an advantage. Base in Madrid. Salary negotiable in seven figures (pesetas) plus profit participation. Write in complete confidence to Dr. G. Moreno, Apartado de Correos 4008, Madrid, Spain.

UBM recovery not enough

DESPITE a second half recovery, with an improvement in the profits of UBM Group Bradford merchant, the group's profit fell from £2.96m. to £2.85m. for the year to February 28, 1977. At that time the decline was from £3.1m. to £1.1m.

Mr. Michael Phillips, chairman, said at the interim stage that he anticipated a second half recovery would show a significant improvement over the first half. He now says that it is clear that a rising trend in profits has been established which is continuing in the current year.

The major problem was at UBM Ryeroff where reorganisation disrupted trade and resulted in a substantial loss although the position improved considerably in the second half and is expected to return to profitability during the current year.

Although the class division was unable to maintain the high level of profits produced in the previous year, it performed very satisfactorily, while at UBM Scaffolding an encouraging increase in spite of difficult trading conditions was achieved.

UBM Engineering had a disappointing year but the prospects for the future now look brighter. At the year end it was decided to close the business of UBM Fitzpatrick in Birmingham. UBM Motors enjoyed a successful year.

Continuing inflation had its effect on the levels of stock and debtors but action to reduce the ratio of working capital to sales has continued and as a result the group has been able to operate within its existing borrowing facilities and in addition the dividend financial resources currently available will be sufficient to meet requirements in the foreseeable future.

Turning to the current year Mr. Phillips says that trading conditions in the building industry are still far from good, but the lowering of interest rates coupled with a greater flow of funds from the Building Societies will create a more favourable climate.

Mr. Phillips says that trading conditions in the building industry are still far from good, but the lowering of interest rates coupled with a greater flow of funds from the Building Societies will create a more favourable climate. This broad sales. The expansion of the building industry will be a benefit to the building industry. Other divisions, and especially the scaffolding and motor businesses, are seeing a marked improvement in trade. Savings anticipated in operating and interest costs together funds.

Advance by Burnett & Hallamshire

IN THE YEAR ended March 1977, turnover of Burnett & Hallamshire expanded by £19.58m. to £27.48m. and profit advanced by 24.2 per cent to £1.84m. to £2.47m. after a first half.

Full year stated earnings were ahead from 18.8p to 24.0p 35p share and the dividend advanced by 24.2 per cent to £1.27m. with a final of 1.27m. additional payment may be made if ACT is reduced.

Dividend cover now stands at 9.6 times. It is intended the legislative powers to reduce the cover to not more than five times.

The chairman, Mr. N. F. Suggs says the improvement is reflected in the balance sheet with a per share of 15.0p, up 22 per cent from £12.30p. Fixed assets increased by 21 per cent to £7.5m. spent on new plant and new equipment. Current assets are stronger than a year ago, despite having had a more favourable climate. This broad sales. The expansion of the building industry will be a benefit to the building industry. Other divisions, and especially the scaffolding and motor businesses, are seeing a marked improvement in trade. Savings anticipated in operating and interest costs together funds.

APPOINTMENTS

M. Glover becomes a deputy chairman of Alex. Howden

Mr. M. J. A. Glover has been elected a deputy chairman of the Party for Industrial Trucks, and Mr. J. C. Varney has been appointed a director.

Mr. Fred Davis has been appointed financial director of Eastham Busco and Mr. Tony Hamlingway has been made sales director of Eastham Maxol. The parent concern is BUROC DEAN.

WIGHAM POLAND GROUP has appointed Mr. Richard P. Hummel as a director of Wigham Poland-North America (U.K.) and as president of its U.S. broking subsidiary, Sweeney and Bell Inc.

Mr. E. F. Lewis has resigned as a director of Ozald Group Holdings and from all other positions within the Ozald group.

Mr. G. R. Newman has taken office as chairman of the BALTIMORE EXCHANGE.

On July 1, Mr. Derek Kimber will succeed Admiral Sir Horace Law as president of the ROYAL INSTITUTION OF NAVAL ARCHITECTS. Mr. Kimber is chairman of Austin and Pickers-gill.

Mr. E. Bird has been appointed managing director of AVDEL ADRESSES. He was previously sales director and deputy managing director.

Mr. Malcolm Garrett has been appointed general manager of HELLERMANN CASSETTES and Mr. Andrew Gasham has been made financial director designate of Hellermann Deutsch and Hellermann Electronic Components.

Mr. C. J. Page, Commissioner of the City of London Police since 1971, has been appointed to Inspector of Constabulary. He will take up the position next month and will be responsible for police forces in the northern counties.

Mr. G. V. Carr has been appointed chairman of the PORT OF TYNE AUTHORITY from July 1 to succeed Mr. J. N. Burrell who is retiring.

The director general of the NATIONAL ECONOMIC DEVELOPMENT OFFICE has appointed Mr. A. E. Slinger chairman and is a partner in Hugh Wilson and Lewis Wamersley.

Handwritten note in Arabic script.

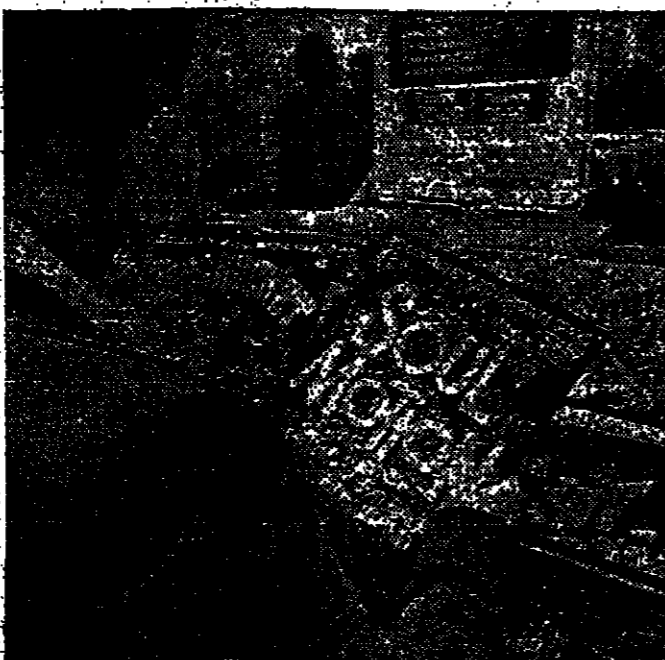
The record promoters' International

BY CAROLINE HYDE in New York

IDS IN LEATHER jackets roving rock songs on American TV advertising are helping to add to the earnings of K-tel International, company which in the U.S. and Britain has hit the fastest expanding section of the record market, the compilations.

Compilations are doing \$115m. in annual sales for K-tel, the largest company marketing them. Most of the established record companies looked on them as a short-lived sensation when they first appeared in 1968. The initial reputation of the business was not especially good, but K-tel improved it.

Originally compilation makers were apt to pirate one real hit and fill up the record with sound-alikes performed by unknowns. K-tel leased the songs from the recording companies for a fee of 3 cents for each hit recording.



K-TEL Records in Woolworth Store, Strand.

That is to say it does not make them itself, but buys them in and markets them under its own label. There are other products that the company promotes, for instance, the Brush-o-matic, a gadget to clean clothes; the Fishin' Magician, a fishing rod which also incorporates a knife, tin opener, scissors, fish scaler, and corker; and the Multisharpener, a sharpening knives and other cutting tools.

None of these items are made by K-tel, except for an element of assembly in certain cases. Production is contracted out generally to small manufacturers all over the world. In the case of the Brush-o-matic, for instance, the cloth comes from Japan, the handle from Germany, and the whole thing can be ordered boxed and ready for sale, or is assembled at the branch that has the order for distribution.

started packing and labelling his first promotion, a family non-stick frying pan in his mother's basement.

Although fewer than a dozen companies were in the compilation business five years ago, now some 50, most of them small and privately held, are doing what K-tel does. But Mr. Kives says: "If we were not so successful at this thing we would not have all this competition."

It is not surprising that K-tel has many imitators. Last year the company netted profits of \$4.1m. on net sales of \$115.3m. K-tel backs its product with heavy doses of spot advertising on television for \$33m. last year.

Three-quarters of the sales and profits came from the records. This year Mr. Kives expects to sell 15m. albums—all compilations.

The concept has made Mr. Kives and his family rich. His brother, two brothers, an uncle, and a nephew are all company officers. When the company outlets like Woolworth, K-tel sells hundreds of thousands of albums (for about \$6 each) through mass marketing pany went 10 per cent public in 1971. The family collected \$4m. more cash, as well as by direct mail order responding to TV adverts. It reaches 45,000 retail outlets in 15 countries.

Mr. Kives 47, has a "rags to riches" success tale. He was born on a farm in Canada and knife sharpener, and a collec-

\$150m., with another \$150m. of foreign sales.

The compilation has become popular because we offer 20 hits for one-fourth the price of buying singles individually," Mr. Kives says. K-tel and its competitors offer their albums at \$6 each, and have recently added eight-track cartridges and cassettes at \$9 each.

To get the rights to some of the biggest hits K-tel guarantees sales of 500,000 or more copies of the compilation containing the hit. K-tel paid record companies \$20m. in royalties and guarantees last year alone. That has given the company access to better material. Instead of the one-hit, no-name artist of the past, with the hit at least six months off the charts, now K-tel has the best artists, sometimes while they are still on the charts. Names like Elton John, Linda Ronstadt and Fleetwood Mac are now appearing. The record companies will not divulge the performers' shares of the 3 cents per record. It varies from artist to artist.

Record companies are willing to co-operate with K-tel because Mr. Kives opened up a market which they did not know existed. The young buyer who would not have bought the original album in the first place because they cost too much, but buys these compilations adds to and does not detract from the record companies' own sales. Many major record companies like Warner and Columbia have created special divisions to deal with the compilation. Although they do make some of their own, they prefer to market them through a promoter. "We have the responsibility to supply our regular outlets," Mr. Michael Kapp, head of Warner's special products division, says. "But K-tel is not directly in the record business, so it can market in the best of the most traditional places for records of this kind."

Mr. Kives has said if the record companies ever stop supplying him with hit singles he would go into business and record his own. But the truth of the matter is that K-tel depends heavily on the willingness of record companies to continue supplying it with top-name recording stars.

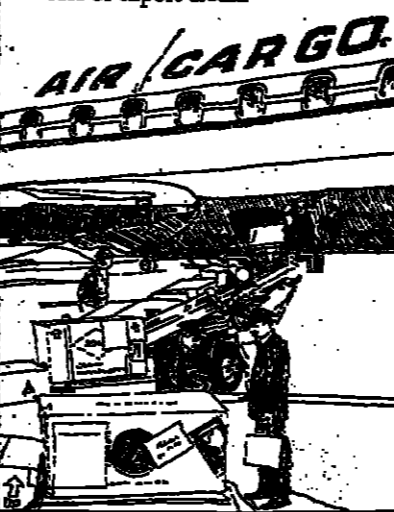
This year the compilation market will be three times as big as it was five years ago, according to Business Week. Sales of albums this year in the U.S. should approach

Trade Development Bank Holding S.A.

Highlights from the Chairman's Statement

Export financing

In the course of 1976, we were able to initiate and execute the financing of a number of major exports through the mechanism known as "a forfait". This specialized type of export finance is likely to offer expanding opportunities in the future, as there are limits to the volume of world trade which can be accommodated by official sources of export credit.



New offices opened in Mexico City and Montevideo

During the course of the year we opened representative offices in Mexico and Uruguay, bringing to 16 the number of principal cities in which members of the Group are represented.

Record results in 1976

Capital and loan funds employed

1972	1973	1974	1975	1976
126.4	182.9	217.6	254.3	317.4

(US\$ millions)

At December 31st, 1976 TDBH consolidated assets totaled US\$ 3,252.2 million - a rise of 23% over the previous year-end total. Capital and loan funds employed rose to US\$ 317.4 million, against US\$ 254.3 million at the end of 1975. Net earnings after taxes amounted to a record US\$ 23.1 million, or US\$ 1.41 per share, compared with US\$ 21.6 million, or US\$ 1.31 per share, in 1975.

While it is too early to forecast results for the coming year, the first quarter of 1977 has started promisingly and the Board of Directors has decided to recommend an increase in the dividend from US\$ 0.44 per share to US\$ 0.55 per share, payable on May 31st, 1977.

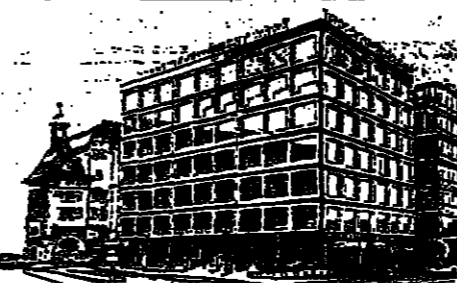
US\$ 1,580 million in syndicated credits

During 1976, banks of TDBH acted selectively as managers or co-managers of internationally syndicated credits amounting to the equivalent of some US\$ 1,580 million, reflecting our growing ability to make a management contribution in major international financings. Group banks also continued to participate as lenders in credits organized by other banks and were able to add substantially to their portfolios by direct financing operations.



RNB starts wholesale banknote operation

With the steady expansion of banknote trading, our U.S. subsidiary, Republic National Bank of N.Y., has started a banknote operation along the lines of TDBH's highly successful banknote division.



Trade Development Bank

Shown at left, new head offices of Trade Development Bank, Geneva, Swiss subsidiary of Trade Development Bank Holding S.A. TDB is now the sixth largest commercial bank in Switzerland.

Key offices of the TDB Holding Group: Geneva, London, Paris, New York (Republic National Bank of New York). Other offices in Beirut, Bogota, Brussels, Buenos Aires, Caracas, Chisno, Frankfurt, Luxembourg, Mexico City, Montevideo, Nassau, Panama City, Rio de Janeiro, Sao Paulo.

SIEMENS

A friendly face is now closer during X-ray examination.

Siemens' new medical X-ray examination is a vital development for young patients. Small children can clearly need the reassurance that a friendly face alone can give.

This year, the Hospital for Sick Children, Great Ormond Street, London, celebrates 125 years of devotion to children. Siemens' Infantoped paediatric X-ray equipment now aids this care by ensuring that Great Ormond Street patients are relaxed throughout X-ray examination.

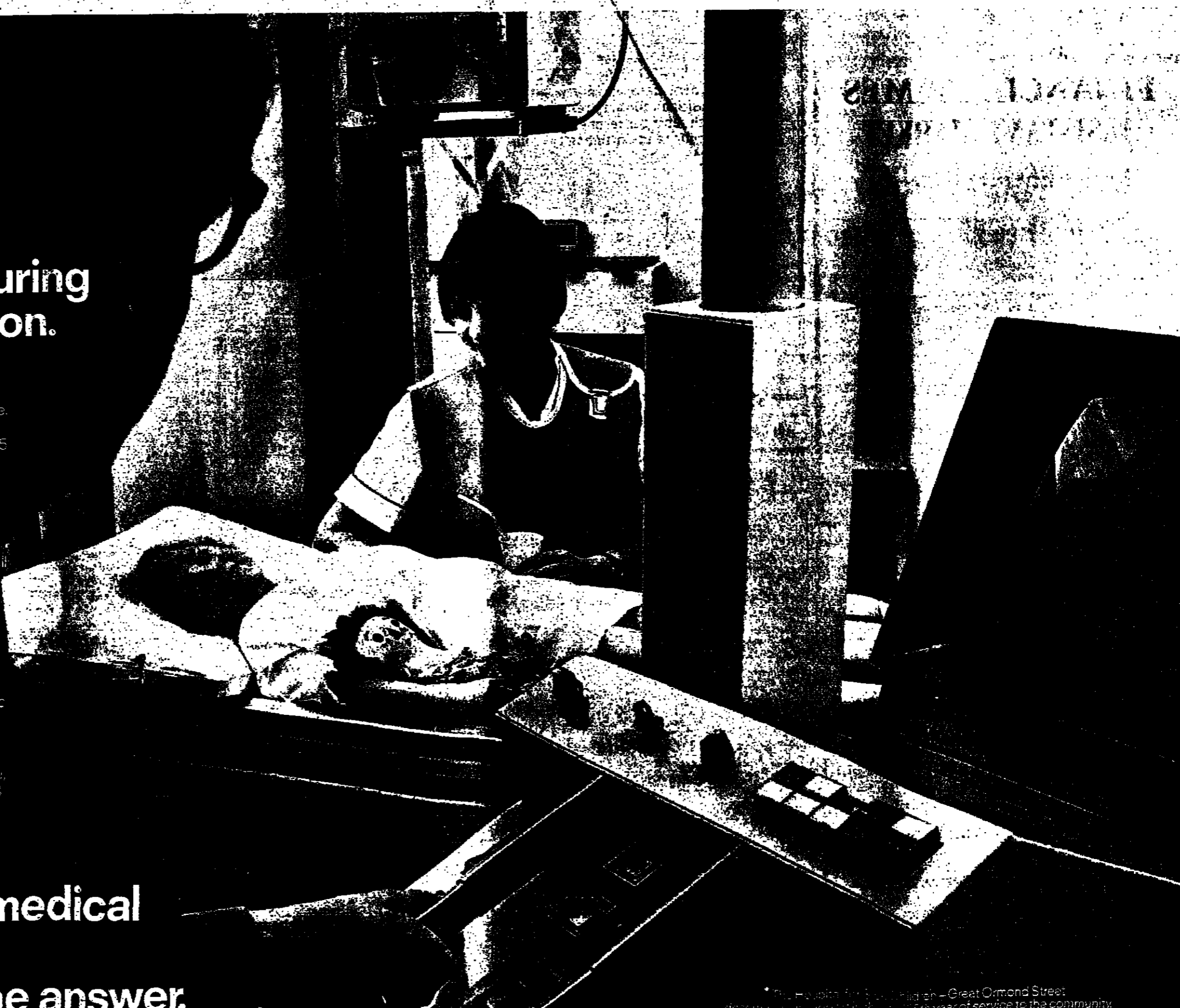
Siemens, like the staff of Great Ormond Street Hospital, take great care to bring the full benefits of modern technology to the young.

The Infantoped has been perfected by Siemens' own medical engineers. Its design is for the patients and staff to ensure maximum cooperation.

Throughout the world, Siemens is by now the leader in medical equipment and many other fields of electronic engineering, and is constantly improving efficiency and the quality of life.

For full details of Siemens equipment contact: Siemens Limited, Great West House, Great West Road, Brentford, Middlesex, TW8 9DG. Tel: 01-898 9133.

In the world of medical engineering Siemens has the answer.



INTERNATIONAL FINANCIAL AND COMPANY NEWS

Hoesch warns of further layoffs

By Our Own Correspondent
BOONN, June 16. HOESCH, the West German arm of the Dutch/German Estel group, warned today that it will have to lay off a further 1,200 workers this year in Germany...

Earnings growth at Esselte

By William Dullforce
STOCKHOLM, June 16. ESSELTE, the expanding Swedish office equipment packaging and printing group, reports an earnings growth of 86 per cent to Kr.145m. (£18m.) in the preliminary report for the year ending March 31...

BANK FOR INTERNATIONAL SETTLEMENTS

New data on LDC debt

BY MARY CAMPBELL AND FRANCIS GHILES

THE DATA shown in the table below for the first time gives an indication of the call which debt servicing is making on the foreign exchange resources of certain selected countries...

BORROWING FROM COMMERCIAL BANKS BY ENTITIES IN SELECTED COUNTRIES* end-1976 \$bn.

Table with 5 columns: Entities in, Borrowing, Of which maturing during 1977, Unused credit facilities, Net Depositor borrowing. Rows include Argentina, Brazil, Chile, Mexico, Poland, South Africa, Spain, Turkey, USSR.

The commercial banks which have reported the data aggregated to form this table are those from the Group of Ten countries, Switzerland, Denmark and Ireland together with branches of banks from some of these countries in fourteen offshore centres...

* Source: BIS annual report 1976-77, which is a slightly different statistical series.

worries since only 28 per cent of the total debt has to be repaid this year and Brazil clearly has the most resources in the form of unused credit facilities and deposits with banks abroad to cover these immediate needs...

Indonesia, for example, is due to repay \$1,650m. of its debt to commercial banks this year, out of a total debt of \$4bn.

In general, the figures are substantial underestimates of the total foreign exchange requirements since they cover only debt due to commercial banks...

On a statistical note there are some differences between the BIS statistics analysis and the BIS's usual quarterly figures. In the first place, the borrowing of the Group of Ten countries themselves is excluded in the statistics exercise...

On the other hand, not all Group of Ten countries have collected the data from all their banks or for all maturities. This explains why in some cases the total borrowing figure shown in the table below is lower than the figure which appears for the same date in the annual report of the Bank for International Settlements...

CGE puts aside a nest egg for 1977

BY DAVID CURRY

THE FRENCH heavy engineering and electrical giant, Compagnie Generale d'Electricite, is putting aside a nest-egg to add to the dividend it will pay for the 1977 financial year...

CGE, which has been at the centre of a substantial reorganisation of the country's telecommunications and power engineering industries over the past couple of years, has reported 1976 profits of Frs.115m.

M. Roux noted that the group which had emerged from the restructuring exercises of 1976 had produced good results in their first year of existence.

The CGE subsidiary, Alstom, was merged with Chantiers de l'Atlantique, a diversifying engineering group originally based on shipbuilding...

CGE has also seen over the last year its domination of the telecommunications market by the Government's decision to build its programme of telecommunications investment around the rival electronics concern, Thomson CSP...

The second 1976 change was the merger of the computer company, CIL, with Honeywell Bull under French majority con-

PARIS, June 16

control but forming a part of Honeywell empire. This group in which the CGE stake is around one-fifth of the capital, closed to with Frs.27m. profits in its first year.

Kreditanstalt
SCHWEIZERISCHE Kreditanstalt will have to pay negative interest rate means and withholding tax dues arising out of its Chilean problems...

BNOC raises \$825m.

BY FRANCIS GHILES

THE BRITISH National Oil Corporation has raised \$825m. from 12 British and U.S. banks to finance part of its current North Sea investment programme.

Maturity is eight years and the borrower is British. A U.S. corporation set up for this purpose by BNOC, which undertakes to deliver enough oil to Britoil, starting in the third quarter of 1978, to cover repayment.

Chemical Bank, Continental Illinois, Republic National Bank of Dallas and Security Pacific - plus Barclays and National Westminster. These funds will bear interest at 11 1/2 per cent of the agent's published base, or prime rate for the first two years, and 11 1/2 per cent thereafter.

A further \$150m. comes in the form of a Eurodollar loan provided by the above two British banks and three Scottish banks - Bank of Scotland, Clydesdale Bank and the Royal Bank of Scotland.

BNOC has not pledged or mortgaged its oilfield interests. Of the portion of the loan which is raised in the U.S. domestic market, one third will be available if desired to support the regular issue of short-term paper market. BNOC is understood to have got a top rate of 11 1/2 per cent.

This is the first time a loan of this size has been raised in the U.S. domestic market. BNOC has had an increase in the initial amount of the loan, the most important remains that BNOC is firmly established in the Treasury guarantee and that market

Falling steel production at Arbed

BY DAVID BUCHAN

LOSSES by Arbed this year are likely to be larger than in 1976, according to officials of the big Luxembourg steel company.

Production in the Grand Duchy which accounts for just under half the group's total steel production, was 8.8 per cent down in the first four months of this year compared with the relatively good first four months of 1976.

for flat products such as plate and sheet. Only for reinforcing bars, on which the EEC Commission set a compulsory minimum price, has there been any real change.

With its share price on the Brussels and Luxembourg exchanges now half of what it was three years ago, Arbed has little chance of paying for all this new investment with increases in equity.

that the company's financial basis is still sound, though indebtedness is obviously on the rise.

Long and medium term debt as a proportion of total capital resources rose from 35.5 per cent in 1975 to 38.6 per cent last year. But this level is still considered acceptable.

LUXEMBOURG, June 16.

course, a cushion in a steady dividend income from its subsidiaries abroad. For the last three years this has brought in about Frs.16-17bn. a year.

While forging ahead with investment, Arbed is also trying to further reduce its Luxembourg work force which shrank from 22,000 in 1975 to 21,000 last year.

AMERICAN NEWS

AT & T earnings rise

BY OUR NEW YORK STAFF

AMERICAN TELEPHONE and Telegraph has reported a rise in net income for the three months to May 31 to \$1,169m., from \$944m. in the same period last year. Revenue was \$8,989m., against \$8,129m.

May net income was \$420m., against \$339m.

These are encouraging results," said AT and T chairman John D. DeButts, "but they represent progress toward our financial objectives not their accomplishment. Gratifying as the progress has been it still falls short of the earnings levels of the leading companies with whom we must compete in the financial markets."

Woolworth sales hopes

F. W. WOOLWORTH Company expects a sales gain of about 9 per cent in the year to January 31, 1978, Mr. Edward Gibbons, president, told the annual meeting. Reuter reports from Kansas City.

Last year, Woolworth's sales increased 11 per cent to \$5.15bn. The sales gain in this year's first quarter amounted to 5 per cent.

Gibbons said "We anticipate improving overall sales and earnings results from our domestic operations." Last year, the U.S. Woolworth and Woolco divisions had operating profits of \$72m. on sales of \$2.8bn.

Write-down at Tandberg

By Fay Gjester

THE BOARD of Norway's troubled Tandberg electronics concern which made a loss of Kr.33.1m. on operations last year, proposes a 80 per cent write-down of share capital (from Kr.46.5m. to Kr.18.6m.) as part of a measure to put the company back on a second economic footing.

Among the firms that will be asked to subscribe new capital are two that are State-owned - Scangens Vapenfabrikk and Ranske Apningsfabrikk - as well as the Norwegian insurance concern and Elektrisk Bureau.

prove and the pound sterling will be more stable," he said.

Last year, the company's 52.7 per cent equity in earnings of F. W. Woolworth and Company Limited was \$6.7m.

First-quarter earnings fell to 21 cents a share from 45 cents a share a year earlier.

The proposals will be put before Tandberg's general meeting on June 23. If they are approved, the Board reckons it can complete the necessary negotiations with prospective new partners within four to six weeks.

Oslo's Stock Exchange suspended quotation of Tandberg shares on Monday.

This advertisement appears as a matter of record only

June, 1977

HK\$200,000,000

JARDINE MATHESON (BERMUDA) LTD.

7 1/2 PER CENT. UNSECURED GUARANTEED BONDS 1985

Unconditionally and irrevocably guaranteed as to payment of principal, premium (if any) and interest by

JARDINE, MATHESON & CO., LIMITED



Jardine Fleming International Limited

Morgan Stanley International

Credit Suisse White Weld Limited

Salomon Brothers International Limited

Wardley (Vila) Limited

- List of banks and financial institutions including Amex Bank, The Bank of Tokyo, W. I. Carr, Deutsche Bank, Goldman Sachs, Kidder Peabody, Merrill Lynch, etc.

Advertisement for The Mitsui Bank Ltd. Floating Rate Certificates of Deposit 1980. U.S. \$15,000,000. Agent Bank: The Chase Manhattan Bank N.A. London.

Advertisement for Autopistas de Cataluña y Aragón. Concesionaria Española S.A. (ACASA). \$12,000,000 term loan. Continental Illinois Limited. Agent: Continental Bank.

Handwritten Arabic text: جازان ر...

FINANCIAL AND COMPANY NEWS

PROFITS IN JAPAN

Export-led improvement

BY YOKO-SHIBATA IN TOKYO

Corporate profits in the month business term to March 7 went up despite the stalled recovery in the domestic economy...

AUSTRALIAN NEWS

ACI \$A21.5m. rights issue

BY JAMES FORTH

AUSTRALIAN CONSOLIDATED Industries, the major glass and packaging group, plans to raise \$21.5m. with a one-for-four rights issue to shareholders...

JH Asbestos profit up

JAMES HARDIE Asbestos lifted earnings another 12 per cent. in the year to March 31...

Shares offer by Dai' Ei

OSAKA, June 16.

DAI'EI INC. announced a public offering of 10m. shares of new capital stocks at market price...

Nosedata resigns as Vacallo mayor

By John Wicks

THE CHASSIS of the Nosedata municipality of the Swiss community of the Ticinese Cantonal Bank...

Occidental Petroleum offering priced

ZURICH, June 16.

A proposed offering of Occidental Petroleum Company preferred shares has been increased to 4m. shares from 3m. and tentatively priced to yield 8.50 per cent...

DOMESTIC BONDS

Belgian Railways come to market

BY JEFFREY BROWN

TAKing advantage of the continuing buoyancy of the Brussels market in domestic bonds, the Belgian State Railways is to be made within the framework of government aid to maintain employment...

SELECTED EURODOLLAR BOND PRICES MID-DAY INDICATIONS

Table with columns for Bond Name, Offer, Bid, and Offer. Includes entries like EBC 7 1/2% 1982, Citicorp 8 1/2% 1982, etc.

TO THE HOLDERS OF The Long-Term Credit Bank of Japan Limited. In accordance with the provisions of the above Notes, Bankers Trust Company, as Reference Agent...

EMPRESA NACIONAL HIDROELECTRICA DEL RIBAGORZANA S.A. (ENHER) U.S. \$25,000,000 7 YEAR TERM LOAN. MANAGED BY CHASE MANHATTAN LIMITED...

CELANESE MEXICANA S.A. \$50,000,000 U.S. Dollar and Mexican Peso Syndicated Medium Term Financing. managed by Banco Nacional de Mexico, S.A. International Mexican Bank Limited...

Esmark files bid documents. ESMARK said it has filed various documents under the take-over law of Ohio relating to its proposed cash tender offer for Inmont Corporation common shares at \$25 a share...

WALL STREET + OVERSEAS MARKETS + FOREIGN EXCHANGES

Market in a cautious mood

Gold firmer

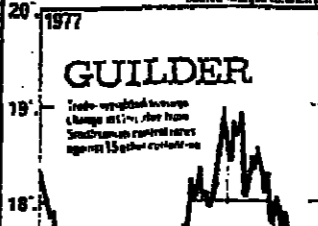
GOLD MARKET

STOCKS TRADED slightly lower most of the day but recovered somewhat from earlier lull...

Superior Oil jumped \$5 1/2 to \$197 1/2. NCA gained \$1 1/4 to \$41 1/4. The company received a favourable court ruling in a tax case.

Further buying interest pushed gold up to \$192 1/4 on active trading in the London bullion market yesterday.

The Dutch guilder was more active than other currencies on the ground in terms of the dollar to Fl.2.4790 from Fl.2.4765.



FOREIGN EXCHANGES table with columns for currency, price, and change.

Closing prices and market reports were not available for this edition.

On the downside, Hewlett-Packard lost \$1 to \$78. On the American Stock Exchange, Commodities, which split its stocks and raised the dividend, closed \$1 to \$17 1/2.

Trading was generally very quiet in the foreign exchange market however, with most currencies showing little movement.

OTHER MARKETS

Canada mixed

EURO-CURRENCY INTEREST RATES

Canadian markets ruled mixed with Oil and Gas issues advancing. The composite index rose 2 1/2 points and advances outnumbered declines 148 to 126.

Oil and Gas issues advanced. The composite index rose 2 1/2 points and advances outnumbered declines 148 to 126.

EURO-CURRENCY INTEREST RATES table with columns for currency, rate, and bank.

WEDNESDAY'S ACTIVE STOCKS

NEW YORK - DOW JONES

EXCHANGE CROSS-RATES

Table of active stocks with columns for stock name, price, and change.

DOW JONES index table with columns for date, high, low, and close.

EXCHANGE CROSS-RATES table with columns for currency, rate, and bank.

Indices

N.Y.S.E. ALL COMMON

MONTEAL

Indices table with columns for index name, value, and change.

N.Y.S.E. ALL COMMON table with columns for date, high, low, and close.

MONTEAL table with columns for date, high, low, and close.

STANDARD AND POOR'S

TORONTO

JOHANNESBURG

STANDARD AND POOR'S table with columns for index name, value, and change.

TORONTO table with columns for date, high, low, and close.

JOHANNESBURG table with columns for date, high, low, and close.

OVERSEAS SHARE INFORMATION

AMSTERDAM

COPENHAGEN

OVERSEAS SHARE INFORMATION table with columns for stock name, price, and change.

AMSTERDAM table with columns for stock name, price, and change.

COPENHAGEN table with columns for stock name, price, and change.

NEW YORK

PARIS

BRUSSELS/LUXEMBOURG

NEW YORK table with columns for stock name, price, and change.

PARIS table with columns for stock name, price, and change.

BRUSSELS/LUXEMBOURG table with columns for stock name, price, and change.

SPECIAL DRAWING RIGHTS RATES

SPECIAL DRAWING RIGHTS RATES table with columns for currency, rate, and bank.

EXCHANGE CROSS-RATES

EXCHANGE CROSS-RATES table with columns for currency, rate, and bank.

FORWARD RATES

FORWARD RATES table with columns for currency, rate, and bank.

TOKYO

AUSTRALIA

BRASIL

JOHANNESBURG

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

AMSTERDAM

COPENHAGEN

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

AMSTERDAM

COPENHAGEN

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

STOCKHOLM

MILAN

VIENNA

Handwritten signature or mark at the bottom of the page.

Justified

FINANCIAL TIMES SURVEY

Friday June 17 1977

The Channel Islands

A benign climate and equally benign tax system combine to foster the Channel Islands' three main industries—tourism, horticulture and offshore finance. Despite recession in mainland Britain, which has caused a slight fall in holiday traffic, their prosperity remains largely unaffected.

Most signals still get fair by Rodney Smith

WHEN THE Conqueror landed in 1066 he had among his troops a contingent from the Channel Islands. From that day this there have been Channel Islanders prepared to argue that island belongs to them, rather than the other way round. Whatever the historical merits of the claim, it is of little moment to-day except as a reminder of the Islands' special status within the U.K. The islands are independent of Britain, in that they swear allegiance to the Crown (the Queen is Duke of Normandy) but have only limited recourse to Her Majesty's Government. Britain is responsible for the islands' defence and foreign affairs alone. They are divided into two bailiwicks. Jersey, the largest, is aet her with two groups of

islets the Eiréhou and the Minquiers, forms the Bailiwick of Jersey. Guernsey, the second largest, gives its name to the other, which includes the smaller inhabited islands of Alderney, Sark, Herm, Jethou and Lihou. The two bailiwicks, though similar in many ways, are as independent of one another as they are of Britain (and to confuse the picture a little more, there is some autonomy among the islands in the Bailiwick of Guernsey).

Both have similarly elected parliaments, called the States of Deliberation, with elections every three years, but there are no political parties and candidates stand as independents. All government departmental work is handled by committees. There is still a strong Norman-French flavour, and although day-to-day government business is carried out in English in Guernsey, for example, the formalities and voting are carried out in French. The economies of both bailiwicks are similarly based, with offshore finance and tourism the two leading industries. But while Jersey relies heavily on its rentiers—the wealthy immigrants who have made their homes there—as the third major prop to its economy, Guernsey looks to a thriving horticultural industry.

Originally Guernsey was well known as a grape producing region. About a hundred years ago someone planted tomatoes in the glasshouses used for the

very popular. Last year the "vineries," as the tomato houses are called, produced £18.5m of export fruit. Plant and flower exports brought another £8.2m.

But it is offshore finance that has become the main earner for both Jersey and Guernsey. The Islands have a simple and uncluttered tax structure, and a blanket tax rate, corporate as well as personal, of only 20 per cent. This has attracted not only the wealthy rentiers, but banks and other financial institutions as well. Last year the financial sector was responsible for 25 per cent of Jersey's tax receipts and 33 per cent of Guernsey's.

Total deposits held in Jersey last year amounted to £1.1bn, and there has been a strong internationalisation in the island's banking business. Recent arrivals include Chase Manhattan, which joins others like Citibank, First National Bank of Chicago and Algemene Bank Nederland. There has also been an increase in the number of acceptance houses taking offices on the island, like Charterhouse Japhet, Warburgs and Lazard Brothers last year.

A change in the Depositors and Investors Law allowed banks to operate as branches rather than as local corporate bodies, and this has brought about the increase in international loans which are becoming the prime feature of the island's banking business. Last year the loan portfolio of four international banks increased from £173m. to £385m.

Banks are not alone in finding the tax climate attractive. Individuals and companies see a Channel Island registration as a simple, convenient and flexible option, though, which to reduce or defer tax liability. In 1988 new company registrations in Jersey last year, of which only 376 were local trading companies.

However, Jersey law prohibits at least one potentially lucrative financial activity—insurance. Although this is likely to change soon, it means that at present insurance companies and corporations wishing to form their own captive companies look to Guernsey, where there is no such restriction. So although deposits held in Guernsey last year were £600m, almost half the figure for Jersey, and no new banks were registered, insurance has been a growing business.

It is interesting that while the States of Guernsey expect future growth in their banking sector to come from companies already established there, they believe that Guernsey has become one of the most attractive areas in the world for captive insurance—that is, insurance companies created and owned by non-insurance organisations for the purpose of insuring the risks of the parent groups.

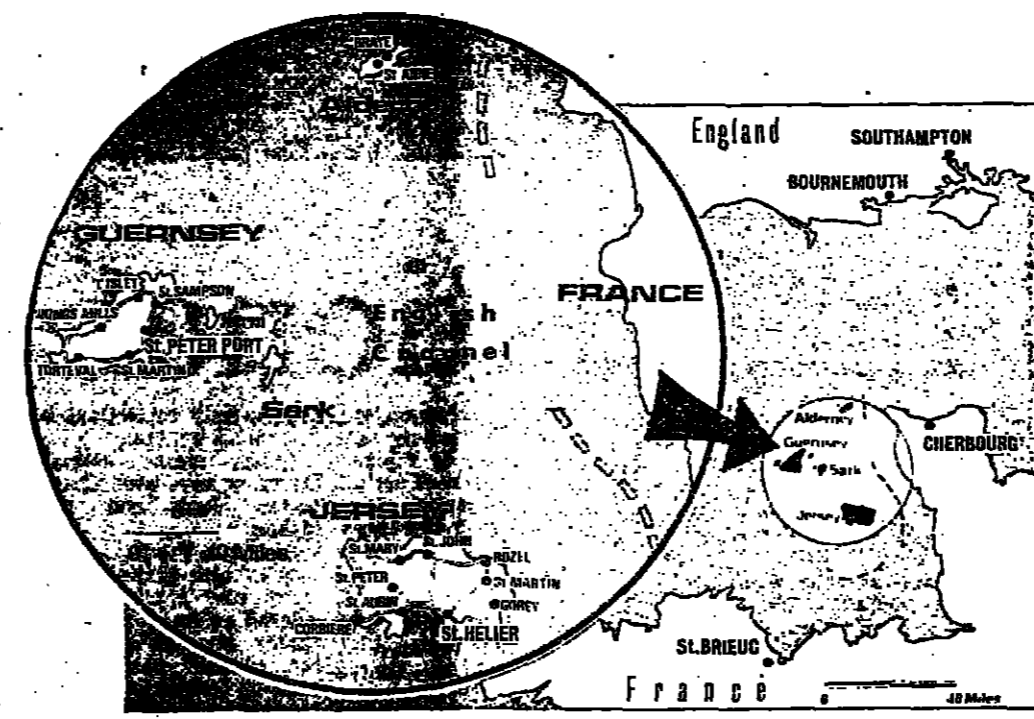
Guernsey became concerned that existing legislation was inadequate to safeguard its reputation as a thoroughly stable and respectable finance centre, so steps have been taken to amend the Protection of Depositors, Companies and Prevention of Fraud Laws so that the States will in future be able to control the establishment of insurance business. Similarly, company law reform, is being revised, with a view to enhancing the island's attraction internationally.

Status

In a sense, both bailiwicks owe their finance centre status to the rentiers. They were the first to take advantage of the Islands' low rates of tax, and pointed the way for the banks and other companies. But, as in other things, the two bailiwicks take different views on immigration nowadays.

Guernsey already has the advantage of a sizeable income from horticulture that Jersey lacks. In addition there is a fair-sized light industrial sector so it does not need the extra income of wealthy settlers quite so much as less diversified Jersey. Whereas all that Guernsey demands of a prospective immigrant is that he should buy property from the island's fixed stock of 1,200 "open" houses—houses set aside for non-residents and costing in the region of £50,000 each—Jersey applies a far more stringent means test.

To settle in Jersey, you have to be able to contribute at least £10,000 a year to the island's exchequer—at a 20 per cent rate



of tax remember—and to pay at least £100,000 for a house. On top of that you have to be one of the select 15 people allowed in every year (since 1974, when this rule was instituted). If these rules seem tough, they certainly bring in the kind of people Jersey wants. Last year the settlers contributed about 33 per cent of Jersey's revenue from income tax.

Another law that came into force in 1974 was in the U.K., where the Government decided that Capital Transfer Tax should be levied on U.K. residents taking up residence in the Channel Islands. The amendment to the Finance Bill, coming up in July, will see it that people who have escaped to the Channel Islands are seen as domiciled in the U.K. in perpetuity. But the amendment makes it clear that wealth accumulated in the Channel Islands will not be subject to CTT.

Retired

But the law is expected to make a difference to the future immigration pattern in Jersey. In the past most immigrants from the mainland have been retired businessmen who have stopped earning. CTT will make it difficult for them to dispose of their assets in the most advantageous way. But there will be no such restriction on younger people—people still earning or able to, and who will be able to go on doing so in Jersey, free from the strictures of the British tax system. Although no one expects a mass arrival of younger businessmen or pop stars, it is more than likely that they will take first place in the queue from now on.

The other source of income on which both bailiwicks rely quite heavily is, of course, tourism. Besides being a traditional British tourist resort, the Islands are also becoming more popular on the Continent, particularly in the Benelux countries and West Germany. Strangely, the French are fairly low down the tourist table, despite the close proximity of the Islands.

The towns are charming and countryside with its small and quiet villages, attractive. There is the natural appeal of sun, beaches and lots of sea—as well, of course, as the low rates of duty on goods like tobacco and spirits. A pint of bitter in Jersey still costs just 17p. Tourism is responsible for a third of Jersey's net revenue, and about a quarter of Guernsey's. Guernsey seems to take a more cavalier approach than Jersey, perhaps because the bailiwick as a whole, with its additional islands, has a little more natural beauty and quiet beaches to offer.

However, tourism is the industry most affected by the recession on the mainland. About 30 per cent of Channel Island tourists come from the U.K., and as British holidays have contracted under economic pressure, the Islands have felt the pinch too.

Nor have the Islands escaped inflation. Being in the sterling area, they have had to contend with the fall in the value of the pound, and their economies are so interlinked with that of the U.K. that they have imported Britain's rate of inflation as well.

The state of Britain's economy, and the imported effect to be able to contribute at least £10,000 a year to the island's exchequer—at a 20 per cent rate

chequer, the Economic Advisers, there is any sign that they intend to change the status quo—it would mean large domestic dislocation. But the thought is there. In the analogy of the Economic Adviser to the States of Jersey, Colin Powell, they are like small vessels surrounded by icebergs, sailing along behind the bulk of Britain's far larger economy. They have some influence over their own progress. They could therefore consider changing course, and either sail off on their own, or take up station behind any of the other Islands that without British larger craft, around which they could conceivably fare better than at present. Not that headway through the icebergs.

It is appreciated in the Islands that without British larger craft, around which they could conceivably fare better than at present. Not that headway through the icebergs.



The only Canadian Chartered Bank represented in Jersey

THE BANK OF NOVA SCOTIA CHANNEL ISLANDS LIMITED

provides full banking services in the Island and offers attractive deposit rates in all leading currencies

THE BANK OF NOVA SCOTIA TRUST COMPANY CHANNEL ISLANDS LIMITED

offers the following services: Executorship and Trusteeship Company Management Management of Investment Portfolios

For our brochure on Jersey and copies of the latest audited accounts write to The Managing Director at QUEEN'S HOUSE, 13-15 DON ROAD, ST. HELIER, JERSEY, CHANNEL ISLANDS. Telephone: (0534) 72990 Telex: 41e29 Cable Address: Scotiabank, Jersey.

Scotiabank

SAVE & PROSPER (JERSEY) LIMITED

A Jersey corporation tax company may be a useful element in the financial and tax planning arrangements of anyone with business or other interests in more than one country.

Such companies may hold investments and properties or collect royalties, fees and commissions. And they pay corporation tax at a flat rate, currently only £300 a year, whatever their income.

Save & Prosper (Jersey) Limited offers a complete administration service to these companies, including their incorporation.

As a member company of the Save & Prosper Group, Save & Prosper (Jersey) Limited is able to draw on the experience of the Group, which is one of Europe's leading investment and insurance services organisations.

For further details please contact:-

Mr. J. G. Tregoning, Save & Prosper (Jersey) Limited, P.O. Box 73, 37 Broad Street, St. Helier, Jersey, Channel Islands Telephone: 0534-20591/3 Telex: 41626

SAVE & PROSPER GROUP

THE CHANNEL ISLANDS II

M. L. Doxford & Co. Ltd.



the international Commodity Brokers specialising in the management of discretionary funds now have a subsidiary company in Jersey.

Continuous up to the minute information on the 14 key commodity markets and advice on the best way of taking advantage of price fluctuations are obtainable from:

M. L. Doxford & Co. (Jersey) Ltd., 13/14 Charing Cross, St. Helier, Jersey. Tel: 0534 23518



St. Helier in Jersey.

International finance centre

THE FINANCE scene in the Channel Islands is markedly changed from what it was a decade ago when the offshore banks were just beginning to make a noticeable contribution to the local economies. The days are gone when the merchant bankers of St. Helier and St. Peter Port were mainly concerned with looking after the affairs of wealthy settlers or of Britons returning from Commonwealth outposts. Today the islands can show names such as Algemeine Bank Nederland, Bank of America, Bank of Nova Scotia, Citibank, First National Bank of Chicago, Hong Kong and Shanghai Banking Corporation, Manufacturers Hanover, Orion Bank and Royal Bank of Canada—all of them active in the international loan field.

Trust and investment company business is less and less U.K.-orientated, while an increasing number of trading companies are being formed with their capital designated in foreign currencies. Most of the locally based unit trusts—some 70 of them serving virtually every investor preference and controlling perhaps £200m. of funds—are aimed nowadays at a world-wide market. Hambros recently issued a brochure in Arabic to promote its International Bond Fund, and the launch in February of the Britannia group's Universal Dollar Trust attracted "significant" investment from the Continent, Middle East and Far East. Mainly owing to the increasingly selective policies of the Guernsey and Jersey authorities, the advance of the finance industry is today less physically obvious than it was in the late 1960s and early 1970s when new banks were opening every two or three months in the island's harbour capitals.

Exchange Earlier, Hong Kong & Shanghai Banking Corporation had acquired the premises and staff of Triumph Investment's Jersey bank. Whyte Gase—a highly advantageous exchange that opened up important new markets for the island, especially through the group's subsidiaries, British Bank of the Middle East and Mercantile Bank. The Slater Walker bank in Guernsey was taken over by Afsbacher—already operating locally—while Whyte Gase was replaced by Hanson Guernsey, the first banking venture of the Hanson Trust conglomerate and

impressively capitalised with a fully paid up £1m. Other recent arrivals in Guernsey have been Chase Manhattan Bank and Guinness Mahon. Although the finance committees in both islands stress that every new application is considered on its merits, what now chiefly interests them are big international banks that will open up fresh areas of business. There have been persistent rumours that a leading French bank, such as Crédit Lyonnais or Société Générale, may soon establish itself in Jersey, while Guernsey's finance committee has been talking with two international banks. For the most part, however, expansion is now likely to come about within existing institutions through diversification of their services and entry into new fields—for example, Guernsey's growing role as a base for captive insurance operations. In both islands the pre-tax profits of the banking industry (including branches of the U.K. clearing banks) were well up last year on 1973, totalling some £15m. in Jersey and over £9m. in Guernsey—healthy sources of revenue to the local exchequer, even at a 20 per cent. rate of income tax. In Jersey the financial industry as a whole is now providing

20-25 per cent. of the island's tax receipts, while in Guernsey it is responsible for about a third of all corporate profits. The growth of international loan business contributed substantially to these profits last year, and there is every reason to think that the big banks will route an increasing share of their loan portfolios through the Channel Islands. With an eye to facilitating this type of transaction, Jersey last year amended its Depositors and Investors Law to enable major banks to operate locally through branches rather than subsidiaries—a situation that already existed in Guernsey. As a result Algemeine Bank Nederland, Bank of America, Citibank and the Hong Kong Bank group have all opened Jersey branches side by side with their locally registered companies. According to the latest estimates, international loans made by Jersey's banks currently total some £800m., and for the Channel Islands together the figure must be considerably higher. Guernsey's largest operator in the international loan field is the Orion Banking consortium, which set up a local subsidiary in 1973, but several other banks are active on this front. Royal Bank of Canada (Channel

Islands), which has an international loan portfolio of over £20m., is providing finance for several foreign governments and for liquefied natural gas carriers plying between the Persian Gulf and Japan. While a Channel Islands trust can still be of benefit to a UK resident from the standpoint of deferment of tax, Britain is certainly not the area to which the professional men of St. Helier and St. Peter Port look nowadays for this type of business. Their market is far more internationally spread, particularly including areas where there is political instability or excessive taxation or an above-average ability to save. This market embraces British people at present living overseas, since if they establish a trust before returning to the U.K. the whole of their assets should escape capital transfer tax even if U.K. beneficiaries are involved. Most Channel Islands banks are finding, too, that what are broadly termed the "expatriates"—people of all nationalities living or working abroad—are making increasing use of the islands' banking, investment and financial advisory services. Mr. Malcolm Gates, managing director of the Royal Trust

Company of Canada (the first of the big non-U.K. names to appear on the scene 15 years ago, says, is a new market that is set up to the advantage of the Channel Islands. Many clients are people who find themselves with funds for the first time in lives—people working in rich, or building houses in the Middle East, or engaged in multi-national companies. Others are wealthy foreign residents who have come abroad and want adequate international tax and investment problems, together a safe haven for their assets. As an area of ever political stability that naturally evolved rather artificially created, and which has longed for the most part and unaggressively as a real centre, the Channel Islands can undoubtedly claim to have won international defence as an offshore base wide range of financial and mercantile activities. Locally, there is no any significant liability to "new" industry, since its business usually, makes little demand resources in relation to sizeable tax contributions, is providing new job opportunities for young islanders. While high-taxation can never be expected altogether happy about existence of low-tax end the Channel Islands' best action against retaliation by the British Government—or, in a wider eye by the EEC—is perhaps increasingly international nature of their business coupled with their eschewed deliberate "tax haven" devices. Certainly, it is most unlikely that the U.K. Treasury will view of a small group Labour MPs that the island's main function is to deprive British Exchequer of revenue. On the contrary, there ample evidence to show the islands are not only a very useful contribution to Britain's foreign earnings, but are also likely to keep substantial balance within the sterling area.

Stability

Tolley's Taxation in the Channel Islands and Isle of Man 1976 by Leslie J. P. Licens ATII. The only complete independent reference work of its kind in Britain. This edition has been updated to include the laws as of Sept. 1976 as they affect all taxes levied in Jersey, Guernsey and the Isle of Man. £2.25

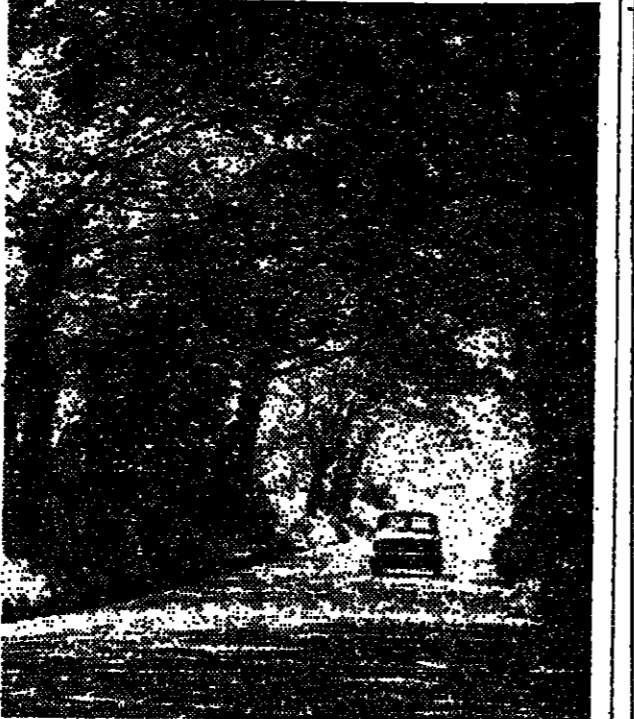
FORT TRUSTEES LIMITED. One of the largest independent trust companies in Guernsey offers a wide range of facilities including: Company formation and management, Trust administration, Investment portfolio management, Advice and facilities relating to tax mitigation. For further details telephone 0481 24016, telex 41366 Fort G or write to 39/41 High Street, St. Peter Port, Guernsey.

A myriad uses for island companies



Some of the conference facilities on The Great British isle.

Although Jersey may be better known for its leisure activities, it has a nose for business too. So its conference facilities are some of the finest to be found anywhere. There are hotels with conference rooms to suit quite small meetings, or up to 500 people. The Jersey Convention Bureau will be pleased to forward you their current brochure which details the facilities of each venue. Transporting delegates to Jersey is a simple matter too—with direct flights from all over the country. There are no currency arrangements to be made either. No language problems. And no length that the people of Jersey will not go to, to ensure that your stay on the island is as comfortable and successful as possible. Of course, after a hard day around the conference table, you'll be glad to be on home ground, as it were. Where you can buy a real English pint. Shop around for bargains. (In Jersey there are lower duties and no VAT.) Or you can try out one of the excellent restaurants where fresh-caught fish are the speciality. There are plenty of good reasons for staging your next conference in Jersey. It could even be said to be a good talking point. The Convention Bureau, Tourism Department, Weighbridge, St. Helier, Jersey CL



Jersey you'll get a great British welcome

IT IS apparent from the pattern of company registrations in Jersey and Guernsey that more and more people around the world—from suppliers of offshore oil services to entertainment promoters—are realising how useful a Channel Islands company can be. Jersey's 1,537 registrations last year included 484 overseas trading companies and 487 private investment companies set up by non-residents. Of these, 290 trading companies and 293 investment companies were promoted from the non-sterling area. Of Guernsey's 714 registrations 180 were overseas trading companies and 223 "personal or investment type" companies for non-residents. 180 of the latter controlled from outside the sterling area. An increasing number of Channel Islands companies now have their capital designated in foreign currencies. Of 42 companies formed in Jersey in one week recently, 13 had their capital in U.S. dollars and four others in Australian dollars, Dutch florins, French francs and Belgian francs.

Registration

That week also saw the registration of what was believed to be the first Channel Islands company capitalised in Saudi Arabian rials. No one claims to know all the uses to which these companies are put, but they can safely be said to cover everything from the export of industrial equipment and the exploitation of patent rights to the management of international sports events and world tours of pop stars. Said one local banker: "Individuals and companies all over the world are becoming aware that a Channel Islands company is an extremely simple, convenient and flexible tool through which to reduce or defer tax liability." The most useful tool from an outside point of view is what is known locally as a "corporate tax" company, which pays only a fixed annual levy of £300 instead of 20 per cent. income tax. The basic requirements are that no business should be carried on locally apart from administration of the company and that directors' meetings should be held outside the island. (Sark and Brittany are gastronomically popular locations). However, under a recent change of policy, a corporation tax company in either Jersey or Guernsey can hold bank deposits locally without being liable to income tax. There is no doubt that the fiscal protection of a Channel Islands company is being sought for an ever widening range of international activities—some of which might not be profitable or judicious without this protection. It is known, for example, that personal Arab wealth is being invested in Britain through such companies in order to avoid entanglement in the U.K. tax net. The U.K. 1947 Exchange Control Act applies to the Channel Islands (one of the very few cases where British legislation automatically extends to the archipelago), and the formation of external-account status companies locally has always involved disclosure to the Bank of England of the names and addresses of the beneficial owners. While the Bank (whose officials regularly visit Jersey and Guernsey to hold exchange control "clinics") emphasises that such information is treated confidentially, the existing procedure has nevertheless been felt for some time to be unhelpful to the growth of the islands' international business and in need of reappraisal. There are now apparently signs that the Bank of England, recognising this as a specially sensitive issue for the islands, is prepared to take a more flexible attitude. Guernsey's major growth area in the past two or three years has been as a base for international insurance operations, particularly in the field of captive insurance, that is companies

set up to insure their parent organisations' risks. With the exclusion of Bermuda from the sterling area, Guernsey has emerged as the first choice for U.K. companies wanting an offshore base for captives and has also attracted some important foreign concerns. In this field Guernsey has no competition from Jersey, since at present insurance companies cannot be formed in the larger island—a prohibition that the local business community is anxious to see lifted as soon as possible. Last year 26 new insurance companies were registered in Guernsey, mainly captives but also subsidiaries of U.K. insurance companies formed to write overseas life and annuity business. Among British companies that have set up Guernsey captives are Albright and Wilson, Fisons, Glaxo and National Westminster, while non-U.K. operations include a consortium comprising KLM, Swissair and Scandinavian Air Services. A number of Guernsey's leading banks—Hambros, Royal Trust Company and First

CONTINUED ON NEXT PAGE

Brown Shipley in the Channel Islands

Brown Shipley (Jersey) Limited, Channel House, Green Street, St. Helier, Jersey, Telephone: 0534 26464

Brown Shipley (Guernsey) Limited, Channel House, Forrest Lane, St. Peter Port, Guernsey, Telephone: 0481 23069

Brown Shipley Trust Company (Jersey) Limited, PO Box 72, Martins Chambers, Hackett Place, St. Helier, Jersey, Telephone 0534 73521

These companies are all subsidiaries of Brown Shipley & Co. Limited, Founders Court, Lothbury, London EC2R 7HE, Telephone: 01-606 9833

Handwritten signature or mark at the bottom of the page.

THE CHANNEL ISLANDS III

Steady industrial growth

Jersey
 Guernsey
 Alderney

CONSIDERING THEIR small geographical position, non-industrial environment and, for Jersey and Guernsey, a surprising range of light industrial units, none of it is big.

Nevertheless in Jersey light industry contributes over £12m. to the GNP of some £215m. In Guernsey the comparative figure is an estimated £15m. to a GNP of around £134m.

Over 1,000 people in each are engaged in light industry, whose range of export products includes oscilloscopes, mobile outside broadcast television units, music releases, denture cleaning machines, horticultural equipment, fabricated garden greenhouses, toys (including new versions of the old-fashioned king horse), electrical goods, vision set support brackets, stone items, tea, a motor remoulding plant, motor (line cooling system, "fishers", selection of commercial and leisure boats, and traditional Guernsey and Jersey sweaters with other woollens and ft products such as silver, peware and pottery.

Most of the units employ fewer than 50 and 200 people. There are as few as ten workers. Tektronix, of Guernsey, the largest single light industrial employer, with a workforce around 600.

Some of the operations have been founded on local enterprise, but an increasing number of new firms have been attracted from outside in spite of the absence of cash grants or financial inducements in either island government. Furthermore, there is a continuous stream of inquiries from both non-resident individuals and companies looking for Jersey's Economic Adviser,

Mr. Colin Powell, who with the Finance and Economics Committee is responsible for receiving applications, said: "We have been getting a steady flow of inquiries regarding the setting up of new industries in the island."

Our policy continues to be one of selective encouragement, which means that a new industry must have something of real value to offer the island. Jersey has not turned its back on new industries, but clearly there is a limit to what it can take."

Objects

For some time one of the main objects of Jersey's policy has been to encourage the creation of enough additional light industrial jobs to absorb the school leavers of the "birth bulge years" of 1961-64.

In Guernsey inquiries are handled by Mr. P. R. "Ron" Barton, the island's Industrial Development Officer, and a special Light Industry Working Party, whose members represent the government departments which are likely to be involved with the initial problems associated with setting up of a small factory.

The island also produces a booklet entitled "A Guide For Industrialists," whose preface summarises why light industry can benefit from an island base.

It states: "Taxation is geared for capital growth. Capital is readily available for economic propositions. Labour is well-motivated and co-operative. The island's location is good for developing French markets. In many ways life is much less complicated when compared with that in a larger community."

And it adds: "Industrial

legislation is not complex; company and personal taxation is extremely straightforward; there is no PAYE nor the maze of statistical returns which have to be negotiated in the U.K. The simple life is a real attraction to industries and management and time is not diverted to non-productive occupations."

Both islands have STD and ISD (telephone systems; their own post offices, telex and computer links with the outside world, while — because of tourism's demands — sea and air freight and passenger services, although largely U.K. orientated, are better than those of any south coast location.

There are, of course, difficulties. For example, while industrial land is available, the amount is limited; population controls demand the use of local labour; plants that might foul the atmosphere, sea or their immediate locality stand no chance of approval.

By and large, however, and with the help of the island authorities, no internal problem has yet proved too large to deter selected and determined newcomers.

One of the most long-established companies is the Overseas Trading Corporation (1939) founded (under another name) in 1876 in Jersey by Mr. Charles Cooke, of Reading. It imports, blends, packs and exports tea for buyers in over 100 countries, including the Middle East area.

Middle East customers have also been interested in the products of one of Jersey's two knitwear factories, the "Summerland" Channel Islands Knitwear Company, formed in 1905, whose 250 workers make high-class woollens for export to 45 countries. The Jersey Island Knitwear Company, a subsidiary of Courtlaids, also employing 140 staff, also

expanding the size of its principal assembly plant adjoining Guernsey Airport, makes oscilloscopes and associated pre-amplifiers and a range of components including transformers, coils, capacitors, resistors, potentiometers and probes. For many years Guernsey has served as the base for its European marketing operations.

Turnover

Recently another American-owned company Dynatech, of Burlington, Mass., arrived in Guernsey. It produces medical laboratory and data communications equipment and expects to grow quickly towards a £1m. a year turnover.

Another firm, ETS, part of the Eagle Development Group of Luxembourg and associated with the Maurice Group of Bishop's Stortford, is a substantial employer, marketing consultancy services and building development "packages" to overseas governments, in particular Nigeria.

To these can be added firms producing temperature control equipment, golf putters, knitwear (including the world famous Guernsey sweaters) and fabricated greenhouses and at least two exporting specialised technical equipment for commercial horticulturalists. In the meantime a number of new applications are under consideration or in the pipeline.

The expansion of Guernsey's light industrial base has come within the last three or four

years under the carefully selective eye of the Light Industry Working Party which has had the recent stimulus of a record high unemployment figure — around 1 per cent. of the 25,000 strong workforce.

Somewhat tongue in cheek, one official commented that ideally Guernsey needed a small factory to build and export fast naval patrol vessels selling for several millions of pounds each. In other words companies whose end products are relatively small but which command a high export value.

To some degree most light industry in the islands is doing exactly that, although Universal Packaging of Guernsey has built up a large local market for its polythene sheeting for horticulturalists and refuse sacks, therefore reducing what was formerly a high import cost. However, it is also currently expanding with a view to opening up export markets.

The boat building businesses of Jersey and Guernsey have almost become a light industrial sector of their own. Guernsey has recently become the new base for Aqua Star products, and was already an exporter of 4-ton, 2-ton yachts, 49 foot racing craft as well as pilot launches for the Middle East and Trinity House. In Jersey the firm of Blue Water Yachts recently announced a French contract worth some £700,000 to supply 46 racing yachts over the next few years.

Bob Baker

expanding the size of its principal assembly plant adjoining Guernsey Airport, makes oscilloscopes and associated pre-amplifiers and a range of components including transformers, coils, capacitors, resistors, potentiometers and probes. For many years Guernsey has served as the base for its European marketing operations.

THE BRITANNIA GROUP
 IN THE CHANNEL ISLANDS

The Britannia Group in the Channel Islands provide a long established and proven Financial and Life Assurance service to those living and working beyond the British Isles.

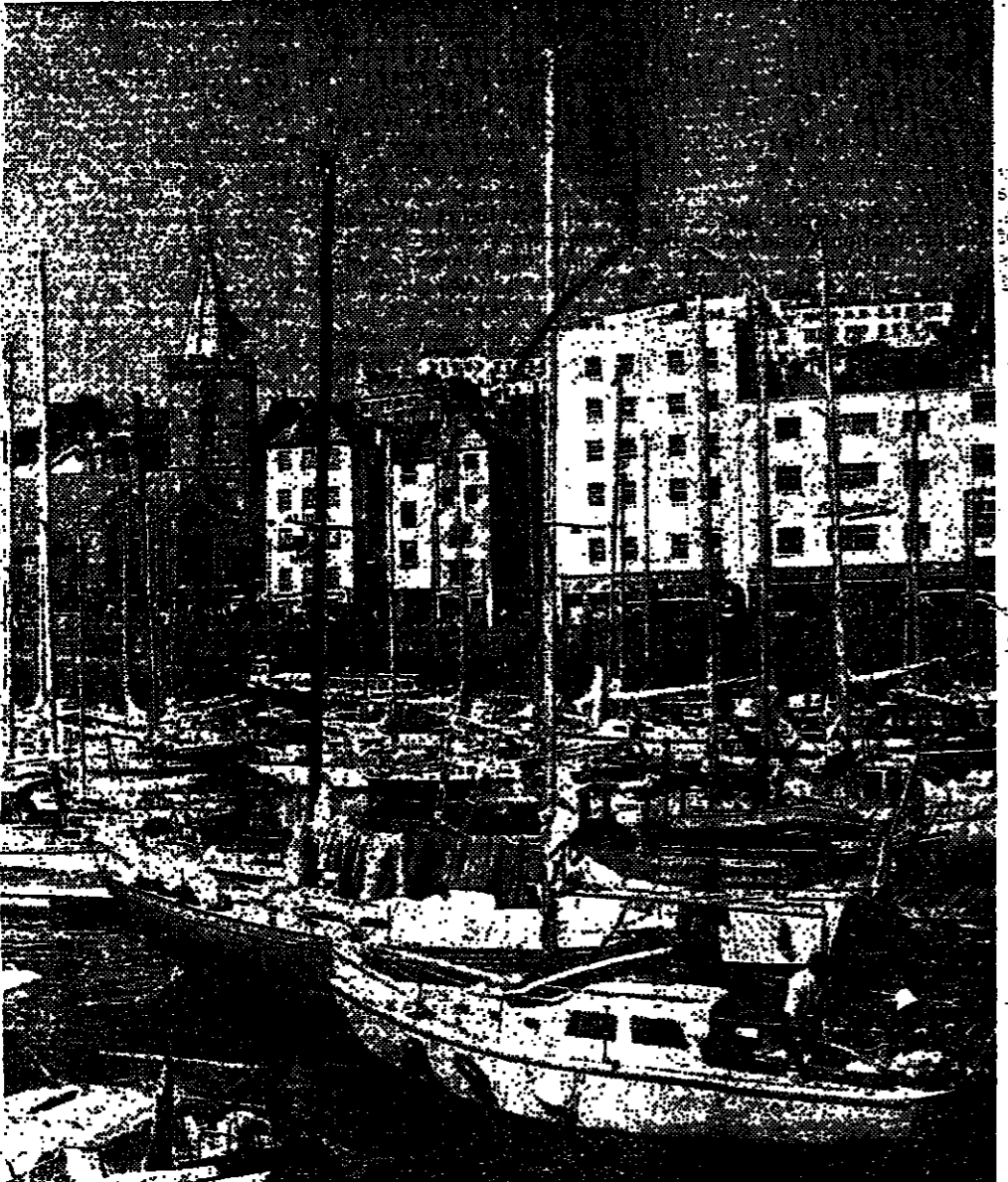
Very many of its clients, including those dealing in U.S. Dollars, are U.K. Expatriates

Marketing Services, The Britannia Group in the C.I.
 2 Grange Place, The Grange, St. Peter Port, Guernsey, Channel Islands
 Telephone: (0481)26726. Telex: 41445 BCL. Telecopier: 26726 ExL.7

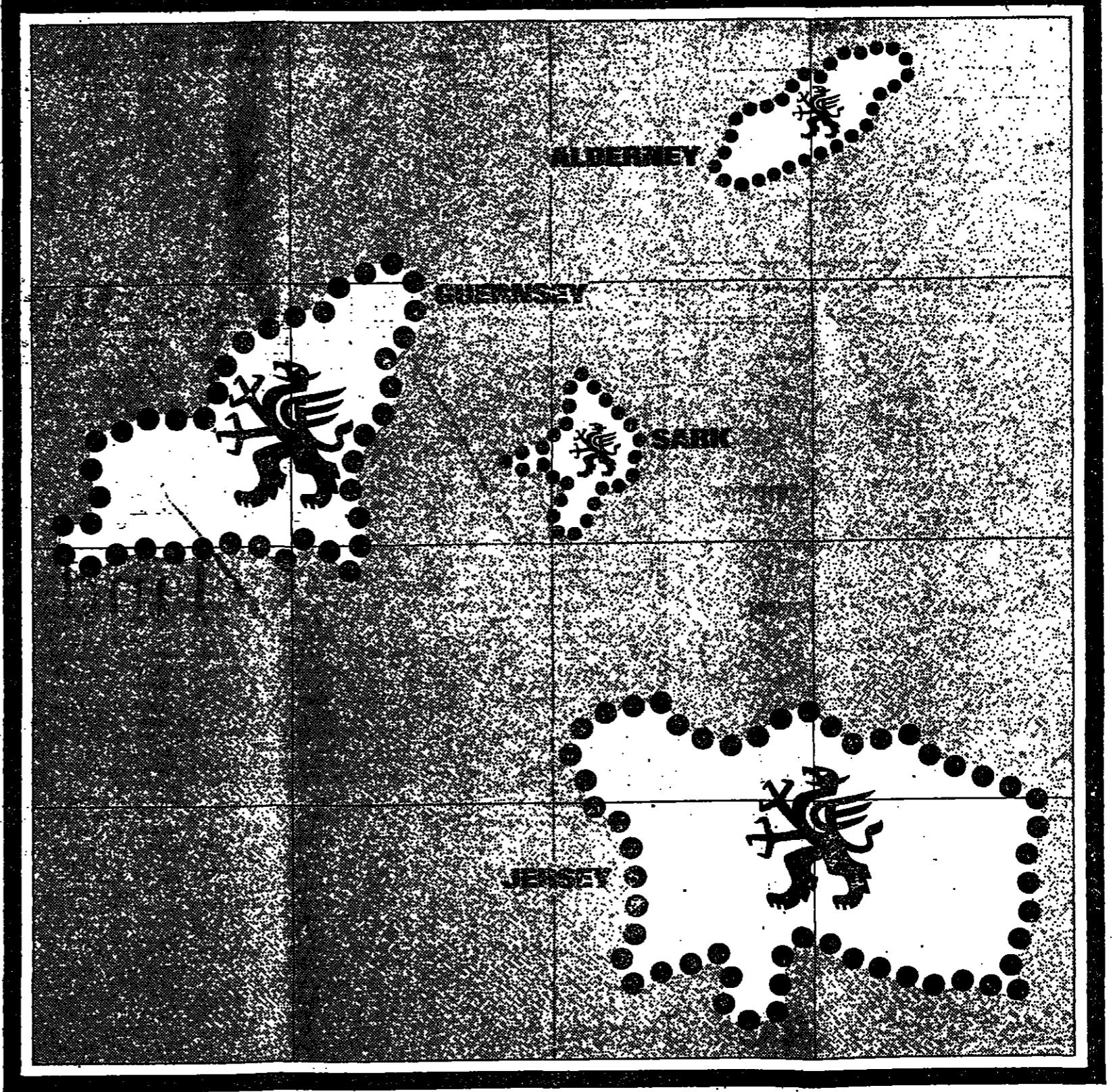
INVESTMENT IN METALS

Copper, Tin, Lead, Silver, Platinum & other precious & industrial metals may be purchased for holding as an investment through Chawton Commodities — The Channel Island brokers for Institutions and Private Investors. The minimum investment is £5,000.

CHAWTON COMMODITIES LIMITED
 2-6 Belmont Rd, St. Helier, Jersey, Channel Islands.
 Tel. Jersey Central (0534) 26322 Telex: 41585



The yacht marina at St. Peter Port in Guernsey.



Companies

CONTINUED FROM PREVIOUS PAGE

ational Bank of Chicago see how far liability is involved among them — are now involved, and whether a captive is adequate management of captives, quietly capitalised for its proper purpose.

Meanwhile, company law reform on a wider front is imminent in the Channel Islands, where highly complex financial and commercial activities are taking place within a legislative framework that has not changed basically in Jersey since 1861. In Guernsey since 1908 or in Alderney since 1894 (Sark has virtually no company law).

The islands do, however, have fairly modern protection of depositors' funds, while their respective finance committees exercise de facto "vetting" powers in the case of new companies (Guernsey amended its Control of Borrowing Law last year to provide extra teeth here).

In Jersey, the former commercial relations officer, David Morgan — now back in private legal practice — has published a series of reports with draft laws that would give the island one of the most up-to-date commercial codes in the world.

Although his work has aroused a great deal of interest outside the island, there has been strong opposition from the local professional community to reforms that are seen as too far-reaching and radical for a com-

munity of Jersey's size and financial function.

On the other hand, there are those who share Mr. Morgan's view that a modern and strictly enforced commercial code can only enhance Jersey's reputation internationally as a safe refuge for funds.

Guernsey has been carrying out its company law reappraisal more empirically (and on lines that some people in Jersey now say they would have preferred) through a working party composed of advocates, accountants and other professional men.

What seems likely to happen in Jersey, where the finance committee will shortly be considering David Morgan's replies to criticisms of his proposals, is that the authorities will first try to get a trust law enacted, since some of the island's overseas clients have been surprised to find that such a law does not already exist.

After that there will have to be an official decision on how much of Mr. Morgan's monumental work of company law reform Jersey really wants — a decision that will undoubtedly be influenced by the increasingly international role the island expects to fulfil.

Edward Owen

Channel Island banking is taking on a Midland look

Midland Bank is very active in the Channel Islands. Eleven branches, no less, are at your service — whether you are a personal or business customer, resident or not.

Here are some of the areas in which Midland Bank Group may be able to help you: ● Current accounts ● Taxation advice ● Eurocurrency facilities ● Expansion capital ● Competitive market rates for deposits ● Nominee service ● Investment and company management ● Executor or trustee services.

For further information on Midland Bank Group services in the Channel Islands, please contact one of the addresses listed below, or your local Midland manager.

Midland Bank Limited branches in the Channel Islands include:

JERSEY Manager: H. W. Hall 8 Library Place St. Helier, Jersey, C.I. Tel. Jersey Central 31392 Telex: Jersey 41822	GUERNSEY Manager: D. W. Nicolle 2 Hill Street, St. Helier Jersey, C.I. Tel. Jersey Central 20321 Telex: Jersey 41383	ALDERNEY Manager: R. H. Pallot 9 Quenneville Parade St. Brelade, Jersey, C.I. Tel. Jersey Central 44228	SARK Manager: D. Le Sueur Sub Manager: J. M. S. Terry La Vieille, Sark, C.I. Tel. Sark 80	ALDERNEY Manager: D. Le Sueur Sub Manager: J. H. Crossin Victoria Street Alderney, C.I. Tel. Alderney 2293
---	--	--	--	--

Midland Bank Group Companies include:

Midland Bank Trust Corporation (Jersey) Limited
 Director & General Manager: D. G. Foster Director & General Manager (Trusts): S. G. Eiston
 Registered Office: 29-34 Hill Street, St. Helier, Jersey, C.I.
 Tel. Jersey Central 36261. Telex: Jersey 41398

Midland Bank Trust Corporation (Guernsey) Limited
 Director & General Manager: D. G. Foster Manager: R. H. Kayley
 Registered Office: 22 Smith Street, St. Peter Port, Guernsey, C.I. Tel. Guernsey 23765. Telex: Guernsey 41617

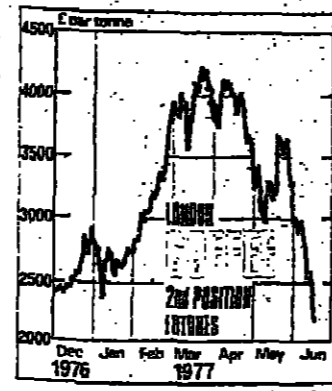
FARMING AND RAW MATERIALS

Boom in broiler exports

By Christopher Parkes
BRITISH poultry industry on the look-out for new...
Exports of broiler meat are a...
Eastwood's consortium...

Coffee futures rally after new downward plunge

By JOHN EDWARDS, COMMODITIES EDITOR
COFFEE PRICES tumbled...
The September position...
Prices have already slumped...



this might result in some 'distress' selling...
Trade sources, however, pointed out that at present physical prices are at a substantial premium...

Sharp rise in lead and zinc

RISES IN the lead and zinc markets on the London Metal Exchange yesterday had nothing to do with the loss of up to £1.8m in a lead-tin transaction...

SALMON FARMING Rich rewards from a high-risk crop

BY JOHN CHERRINGTON, AGRICULTURE CORRESPONDENT
AFTER SPENDING a week flogging a most unresponsive Scottish river, which was almost wholly lacking in salmon and in water too, I visited the Loch Ailort salmon farm...

U.K. fishing zone 'vital'

By Richard Mooney
50-MILE exclusive U.K. fishing zone within a general EEC pool...
The EEC in a consortium of main broiler producers...

U.K. dairy herd remains stable

BY OUR COMMODITIES STAFF
FLYING IN the face of expert forecasts who have been predicting an expansion in the dairy herd, milk producers in England and Wales have not increased their cow numbers...

China pays more for fertilisers

TOKYO, June 16.
China has concluded a \$17m contract to buy 70,000 tonnes of urea...

Maturity

This means that under farm conditions they have to be sorted out and sold as soon as they develop signs of maturity...

Rearing

The parent claims that it has now mastered most of the technical problems of rearing salmon, by taking advantage of its habit of spending a year or two years of its life at sea before returning to fresh water...

Disease

Feed costs are quite high. The fish need a properly balanced high protein diet of a rather complicated formula...

COMMODITY MARKET REPORTS AND PRICES

BASE METALS
COPPER - steady on the London Metal Exchange, tending to follow the trend of other metals...

GRAINS
LONDON FUTURES (CMT&F)
WHEAT - Yesterday's (+ or -) Today's +/-

SUGAR
LONDON DAILY PRICE (RAW SUGAR)
Wool Futures
JUTE

COCAOA
LONDON - unchanged to slightly dearer on a better turnover...

RUBBER
RABBITER opening on London physical market...

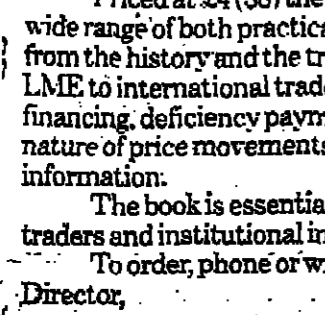
MEAT/VEGETABLES
SMITHFIELD (pence a pound)
CATTLE - Dunch bids and ends 97.0 to 91.0...

SOYABEAN MEAL
The market opened at limit down with very little interest...

PRICE CHANGES

Table with columns for Metal, Grain, and other commodities, showing price changes over the last month.

Copper Tin Lead Zinc Silver



COMMODITY ANALYSIS

Commodity Analysis have now produced the definitive book on metal trading in London - 'Trading in the London Metal Markets'...

U.S. forecasts record world sugar crop

WASHINGTON, June 16
THE U.S. Agriculture Department has forecast a record world sugar production in 1977-78...

U.S. forecasts record world sugar crop

WASHINGTON, June 16
THE U.S. Agriculture Department has forecast a record world sugar production in 1977-78...

FINANCIAL TIMES

Table showing financial data from the Financial Times, including stock prices and indices.

Malaysia lifts rubber output

KUALA LUMPUR, June 15
WEST MALAYSIAN rubber production in March was 108,541 tonnes compared with 107,993 tonnes in March last year...

COMMODITY ANALYSIS LIMITED

Commodity and Metal Brokers
194-200 Bishopsgate, London EC2M 4PE
01-283 2201 Dealers: 01-283 4501

STOCK EXCHANGE REPORT

Buyers continue to hold off on political uncertainties Share index down 6.6 at 443.5—Gilt falls to £1—BP rally

Account Dealing Dates Option
*First Declared Last Account
Dealings (Last Dealings Day
May 23 Jun 9 Jun 10 Jun 21
Jun 13 Jun 23 Jun 24 July 5
Jun 27 July 7 July 19

tripped a full point at the close and hardened a shade more in the late trade. Undated issues were 1/2 off.
An exceedingly quiet day in the investment currency market saw the premium drift down on lack of support to finish the day 1 1/2 points lower at 144 1/2 per cent. Yesterday's SE conversion factor was 0.7050 (0.7015).

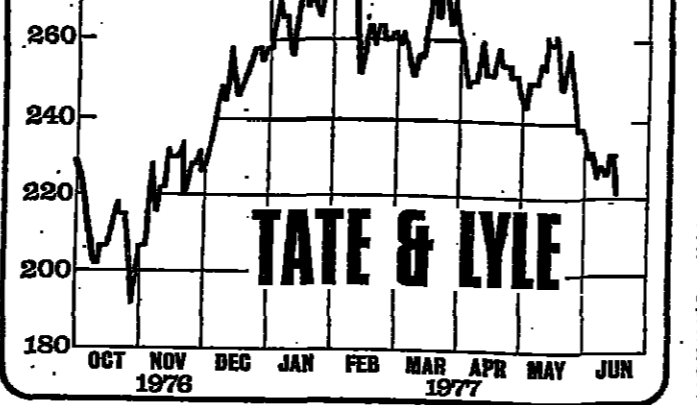
Stock markets yesterday virtually repeated Wednesday's pattern with leading shares and British Funds weakening on small selling and lack of support and with Gold Mines making modest headway. Trade was subdued again and official markings stayed below 500 for the tenth successive business day. British Funds ended up 1/2 above the day's lowest and were tending to harden further in the late trade, but closing full to a full point in the long run and 1/2 in the shorts were sufficient to leave the Government Securities index down 0.64 at 67.38; this is its lowest point in the fall from the May 18 4-year peak, and represents loss over the last four weeks of 5 1/2 per cent.

Leading equities went sharply lower from the opening on buying and selling in the absence of demand. Part of the falls represented marking down by jobbers in an attempt to find buyers but, apart from odd speculative rise, features at the end of the day were difficult to find. Down 7 1/2 at 10 a.m., the FT Industrial Ordinary share index extended its loss an hour later to 8.5. This proved to be the lowest of the day and quotations held close to the lower level in front of and after the announcement of the May trade figures; the index ended with a net loss of 6.6 at 443.5 for a fall of about 7 1/2 per cent from the May 18 high.

Depressed on Wednesday by political and inflationary worries, Gilt-edged yesterday met with further selling following the Bank of England's warning in its latest Quarterly Bulletin that interest rates might have to rise if hopes of continued wage restraint and a fall in the inflation rate are disappointed. Short dated stock came on offer from the start and, although ending about 1/2 above the day's lowest, quotations ended showing fairly widespread losses of 1/2 with high-coupon stocks displaying falls to 1/2. The Treasury Variable, on the other hand, stayed steady at 95 1/2. The long-dated stocks also weakened; losses ranging to 1 1/2 were

consumer durables through its 415p. Cavenham held at 134 1/2 despite continuing fears about the effect of General Occidentale's partial bid on the company's rating. By way of contrast, J.N. Nicholas (Vintner) responded to Press comment with a bid to 145 1/2. Supermarkets declined throughout the list on small selling in an unwilling market. Tesco gave up a penny to 37p, while Lemsam, 34p, and William Morrison, 13 1/2p, both closed 2p cheaper. Wharfedale Distribution shed 3 to 185p. Hotels and Caterers also had an easier bid.

L. Lipton jump
The miscellaneous Industrial leaders edged a penny or above against GEC, 184p, and Raytheon, 181p. Scattered losses elsewhere



included Chloride, 4 cheaper at 103p, and Ever Ready, 3 lower at 163p. Royal also turned easier, giving up 4 to 362p.
Vickers continued to display resilience and closed a couple of pence firmer at 172p, while other Engineering majors gave ground with the general trend yesterday. Hawker shed 1 1/2 more to 635p and have in two days given back 20 of Tuesday's gain of 28. GKN receded 3 to 334p and Tubes 6 to 412p. Elsewhere, APF lost 5 to 413p, Stone Plant, 10p, 126p, and C. and W. Walker to 165p, while Derwent Stamping relinquished 4 to 128p and Record Riquay 3 to 73p. Mitchell Somers edged forward 2 to 361p on the results and Newman Tubes met support at 99p, up 4.
Tate and Lyle provided the focal point in an otherwise listless Foods section, dropping 1 1/2 to 221p in light trading on the interim figures which failed to come up to market estimates. J. Lyons eased 3 to 78p, while J. Sainsbury, 176p, and Associated Dairies, 202p, both closed 4p cheaper. Matthew Holdings shaded 2 to 50p in the absence of any news of the current bid talks with Thomas Borthwick, while small selling in this market left Linford 8 off at 255p

and British Sugar, 296p, and Robert Stocks, 176p, both 5p cheaper. Motor, a firm market of late, reacted 1 1/2 to 591p, with the 10 per cent convertible four points lower at 590. On the other hand, Turner Manufacturing moved up 3 to 90p in front of today's interim statement, while Godfrey Davis responded to the preliminary results with a rise of 2 to 48p.

In common with most other sectors, Newspapers drifted lower on lack of support. North Sea oil favourite Thomson closed 1 1/2 lower at 57p. Suspended on June 9 at 22 1/2 pending the outcome of bid discussions, Dolan Packaging returned to the market yesterday at 188p to equal the agreed cash offer from Arktikobolag Stens Skostindustrier of Sweden and remained at that level all day.

BP up late
A rather quiet day in Oils was enlivened by late U.S. demand for British Petroleum which pushed ahead to 880p for a rise of 20 on the day. The late improve in BP helped Shell pick up from the day's worst of 538p to close at 540p, down 4 on balance. Barmah gave up 3 to 68p and Ultramax 2 to 162p, while RICEP, a recent speculative favourite, reacted 4 to 164p.

Scattered losses were the order of the day in the Property sector. Interpropan, 2 lower at 35p, failed to benefit from the chairman's encouraging statement. Great Portland lost 4 to 236p and S. Sunley 2 to 153p, while leaders to record falls of a penny included Land Securities, 152p, and HEEPC. In contrast, Samuel were supported and put on 3 to 78p.

Harrisons and Crossfield declined 25 to 512p in Overseas Traders. S. and W. Bersford eased 3 to 208p, and Gill and Duffus lost 4 to 208p, while the latter was also notably dull at 175p, down 8.
Apart from Caledonia Investments, 2 harder at 262p following the reaction of 12 to 180p, investment trusts drifted gently lower on small selling and lack of interest. Border and Southern were exceptionally 6 cheaper at 233p, while St. Andrew, 104p, and British Investment, 122p, 9 and 4 respectively. In Financials, Edinburgh Industrial finished marginally better at 201p following news of the proposed purchase of the company by British and Commonwealth. Concorde, 121p, improved 7 to 212p in a restricted market, but the dividend boosting rights issue failed to stimulate. Walter Runciman which closed 6 easier at 110p, F. and O. Deferred, 104p, and City 2 cheaper at 155p, Panels reced 4 to 422p.

FT—ACTUARIES INDICES

Table with columns for various indices (Government Sec., Fixed Interest, Gold Mines, etc.) and rows for different dates (June 16, 15, 14, 13, 12, 11, 10, 9, 8, 7, 6, 5, 4, 3, 2, 1, 1977).

HIGHS AND LOWS S.E. ACTIVITY

Table showing High and Low values for various indices and S.E. Activity for different dates in 1977.

OPTIONS TRADED

Table listing various options traded, including DEALING DATES, DEALING DATES, and DEALING DATES.

NEW HIGHS AND LOWS FOR 1977

Table listing new highs and lows for 1977, including various stock indices and prices.

ENTERTAINMENT GUIDE

CC—These theatres accept certain credit cards by telephone or at the box office

Entertainment Guide listing various theatres (Opera & Ballet, Theatres, Theatres, Theatres) and their respective shows and performance times.

RECENT ISSUES

Table listing recent issues of various publications, including titles and prices.

FIXED INTEREST STOCKS

Table listing fixed interest stocks, including titles, prices, and yields.

"RIGHTS" OFFERS

Table listing rights offers, including titles, prices, and yields.

ACTIVE STOCKS

Table listing active stocks, including titles, prices, and yields.

FT—ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

EQUITY GROUPS

Table listing equity groups and sub-sections, including titles, prices, and yields.

FIXED INTEREST PRICE INDICES

Table listing fixed interest price indices, including titles, prices, and yields.

AUTHORISED UNIT TRUSTS

OFFSHORE AND OVERSEAS FUNDS

Table of authorised unit trusts including categories like Unit Trst. Mgrs. Ltd., Investment Managers, and various fund names with their respective details.

Table of offshore and overseas funds including categories like Fidelity Mgt. & Res. (Eds) Ltd., Fidelity Mgt. & Res. (Eds) Ltd., and various international fund names.

INSURANCE, PROPERTY, BONDS

Table of base lending rates for various banks and financial institutions, listing rates for different terms and currencies.

Table of food prices for various commodities such as flour, sugar, and oil, listing prices per unit and changes over time.

Table of insurance, property, and bond offerings, including details for various insurance policies, property investments, and bond funds.

Table of food prices (continued) for various types of meat, poultry, and seafood, listing prices per unit.

Table of food prices (continued) for various types of produce, including fruits and vegetables, listing prices per unit.

Advertisement for CLIVE INVESTMENTS LIMITED, providing contact information and details about their investment services.

W. BERRY TEMPLETON LTD Property Consultants to Commerce and Industry

47 Great Russell Street London WC1B 3PA 01-637457

FT SHARE INFORMATION SERVICE

CANADIANS

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists various Canadian stocks.

BUILDING INDUSTRY - Continued

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists building industry stocks.

DRAPERY AND STORES - Continued

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists drapery and stores stocks.

ENGINEERING - Continued

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists engineering stocks.

BRITISH FUNDS

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists British funds.

BANKS AND HIRE PURCHASE

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists banks and hire purchase stocks.

ELECTRICAL AND RADIO

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists electrical and radio stocks.

CHEMICALS, PLASTICS

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists chemicals and plastics stocks.

ENGINEERING, MACHINE TOOLS

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists engineering and machine tools stocks.

Over Fifteen Years

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists stocks with over 15 years of data.

INTERNATIONAL BANK

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists international bank stocks.

COMMONWEALTH & AFRICAN LOANS

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists commonwealth and African loan stocks.

BEERS, WINES AND SPIRITS

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists beer, wine, and spirit stocks.

CINEMAS, THEATRES AND TV

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists cinema, theatre, and TV stocks.

FOREIGN BONDS & RAIS

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists foreign bonds and rais.

BUILDING INDUSTRY, TIMBER AND ROADS

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists building, timber, and road stocks.

DRAPERY AND STORES

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists drapery and stores stocks.

AMERICANS

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists American stocks.

FOOD, GROCERIES, ETC.

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists food and grocery stocks.

AMERICANS

Large table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists various American stocks.

BUILDING INDUSTRY, TIMBER AND ROADS

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists building, timber, and road stocks.

DRAPERY AND STORES

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists drapery and stores stocks.

AMERICANS

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists various American stocks.

FOOD, GROCERIES, ETC.

Table with columns: High, Low, Stock, Price, % Chg, Div, Yield, etc. Lists food and grocery stocks.

Large vertical table on the right side of the page, containing various stock listings and data.

Handwritten signature or mark at the bottom center of the page.

J. J. J.

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5
Shell	38.5
ICI	38.5
BP	38.5

Japan's leader in International Securities and Investment Services

NOMURA

The Nomura Securities Co., Ltd.

NOMURA EUROPE N.V. LONDON OFFICE:
Barber Surgeons Hall, Monckwell Square, London Wall,
London EC2 2PL. Phone: 011 226-3411, 6253

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5

NOTES
Understated, however, prices and not dividends are in pence and denominated in 20s. Estimated share prices/valuations are based on latest information available. Where necessary, they are adjusted to reflect a 25% per cent. rise in share prices; they are based on the latest information available. Where necessary, they are adjusted to reflect a 25% per cent. rise in share prices. Where necessary, they are adjusted to reflect a 25% per cent. rise in share prices. Where necessary, they are adjusted to reflect a 25% per cent. rise in share prices. Where necessary, they are adjusted to reflect a 25% per cent. rise in share prices.

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5

Stock	Price
British Petroleum	44.4
Shell	38.5
ICI	38.5
BP	38.5

